A U S Publication for Commerce Industry

International Commerce

TOUREX/67 launched

International Trade Winds Newsletter

Company News

PREFABRICATED HOUSING—Intercontinental Housing Corp., Washington, D.C., has been awarded a license by Inland Steel Products Co., Milwaukee, Wis., to assemble, erect, and market "Steelcor" building panels throughout the South American countries of Brazil, Colombia, Ecuador, Guyana, Peru, and Venezuela.

JET AIRCRAFT—Japan Air Lines has announced plans to purchase 10 Douglas DC-8 Super-Sixty series jetliners for a total base price of $79.3 million. Eight of the new planes will be Super-62 models, capable of carrying 171 passengers or 92,000 pounds of cargo. The other two will be Super-61's, with a capacity of 251 passengers. The Super-61 is the largest jet airplane in operation today. The new planes will bring JAL's fleet of Douglas DC-8's to 27 craft.

RESEARCH—Offices in Caracas have been opened by Battelle Memorial Institute, Columbus, Ohio, a firm specializing in economic research services. Battelle's new Caracas facilities supplement offices opened in Lima, Peru, and Rio de Janeiro, Brazil within the past year.

MARINE TURBINES—IGE Export Division, General Electric Co., New York, has announced receipt of an order from Naviera de Castilla, Santander, Spain, for an MST-13 package engine room for use in a 98,-500 deadweight metric ton tanker being built for Naviera by Astilleros y Telleres del Noroeste, S.A., also of Spain. The power plant, due for delivery during the first quarter of 1968, marks the first marine steam turbine sold by General Electric to a Spanish firm.

HOTELS—American Airlines and the Korean government have entered a joint venture to erect a 30-story, 500-room hotel on the site of the famous old Chosun Hotel in downtown Seoul at a cost of $11 million. The Chosun, which will be demolished, was a U.S. Army officer's open mess for years. It was erected by a German firm in 1914 on the walled-in grounds of an old temple The new hotel. as yet unnamed, is to be completed in 1969.

The second time was better than the first. So reports the Tokyo U.S. Trade Center about its May, 1967, automotive service equipment show compared with one held in July, 1963. Twelve-month sales forecasts from the second show are almost double those from the first. Exhibitors based their optimism this time on the large increase in automotive production in Japan and new developments in U.S. products during the past four years.

A follow-up survey on that 1963 Tokyo exhibition has turned up a total of $3.5 million in sales by a small San Francisco replacement parts firm that was new to the Japanese market at the time. The firm's Japanese agent has been particularly successful in the past year with auto air conditioners.

There's nothing like the local language. That is the obvious inference from two new publications by Pan American World Airways and the German city of Hamburg. Panam translated its magazine Clipper Cargo Horizons into Russian and distributed 10,000 copies at the recent IMPRODMASH trade fair in Moscow, thus transmitting 450 trade listings from 40 countries to a new audience. Meanwhile, Hamburg has inaugurated an English-language version of its promotional trade newsletter, aiming at more U.S. readers.

U.S. foreign trade in business machines holds a revealing mirror up to our entire world business situation. About 80% of U.S. exports were sophisticated business machines and parts. Conversely, over 80% of imports were for conventional business machines and parts. And both set new records in '66; exports up 16.5% to $558.8 million, imports up 33.2% to $191.3 million.

It's an ill wind . . . Norway, until recently unworried by the pollution problems that disturb us here in the U.S., is now discovering that it must take action to conserve its clean air and clean water. So the Norwegian Industrial Development Assn. is readying a 1968 or 1969 trade fair that will include air and water anti-pollution equipment along with heating and ventilation items. U.S. firms, leading the way in this field, can expect Norwegian and other Scandinavian companies to be looking for agency opportunities there.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

Alexander B. Trowbridge
Secretary

Lawrence C. McQuade
Acting Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

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the cover

The first of three major export sales promotions to get a "foot in the door" for U.S. products in Europe's burgeoning tourism industry took place at the International Samples Fair in Barcelona, Spain, June 1-15. Forty exhibitors representing 68 American manufacturers of food preparation, laundry and dry cleaning, and maintenance equipment for the hotel and restaurant trades found buyer reaction good in a market long dominated by European suppliers. Two other U.S. exhibitions are scheduled for Munich's Tourism Equipment Fair, Sept. 15-24, and a special solo show of U.S. products in Belgrade, Sept. 28-Oct. 4. A photo report on the Barcelona exhibition begins on page 2.

July 3, 1967

Volume 73
Number 27

International Commerce

Published by
BUREAU OF INTERNATIONAL COMMERCE

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Barcelona TOUREX show kicks off European sales of U.S. products

Upcoming exhibitions in Munich and Belgrade to round out first large-scale promotion of American hotel, restaurant equipment

DIRECTOR OF SPANISH AFFILIATE of National Cash Register (top, left), talks with a buyer. Industrial pressing machines (above) were shown by American Laundry Machinery Industries. Model kitchen (below) attracted visitors with demonstrations. Similar kitchens will be at Munich and Belgrade TOUREX shows.

By CHARLES T. REYNER
Deputy Director
Office of Publications and Information, DIB

From the English Channel to the Black Sea and from Iceland to Sicily, the Bureau of International Commerce this week is setting in motion a massive promotion campaign for the remaining two events in its 3-show drive to help U.S. manufacturers crack a $4 billion European market for food service, lodging and recreation equipment.

TOUREX/67, which gave 68 U.S. firms their first exposure to this market in a 15-day showing at the Barcelona International Samples Fair during the first half of June, opens a larger show in Munich in mid-September and another in Belgrade for the week ending October 4.

Some indication of the reception exhibitors may expect in Munich and Belgrade came from the estimated 4,000 businessmen who visited TOUREX/Barcelona. One, the manager of one of Spain's prestige hotels, said he "welcomed the sight" of U.S. equipment in a field "so long dominated" by Italy.

Six of the eleven U.S. firms that went to Barcelona seeking agency/distributor relationships found them and the other five were negotiating with prospects when the show closed. Sales during the exhibition totalled $104,000 and the exhibitors estimated that the exposure would bring them more than $1,700,000 in additional orders within the next 12 months.

Changes studied

Because the Spanish event was the first of three showings of similar product lines to like markets, Commerce trade promotion and exhibition specialists studied it carefully to determine whether changes could be made for either of the next two events. One of the problems they encountered in Barcelona—the business audience outnumbered about 300 to 1 by the general public—has been resolved in Munich by limiting admission to the U.S. exhibit to businessmen who have received invitations from a U.S. Embassy or Consulate Commercial Office, or from

officials at the show. Since the Belgrade exhibition is a U.S. solo event under Commerce management, public admission can be controlled to the point where it will not interfere with normal business transactions.

Changes also are being made in the presentation of a seminar on food and beverage merchandising; kitchen layout, design and equipment; financial management and hotel/motel construction conducted by the Cornell School of Hotel Management, to give more emphasis on the most advanced U.S. techniques. The revised seminar will be presented in both Munich and Belgrade.

European market development

An announcement June 28 at a Balkan conference in Ankara, the mailing a few days later of special invitations to more than 80,000 businessmen in 7 countries, and a July 10 reception for German business leaders, in less than two weeks will have kicked off the final phase of the Europe-wide market development campaign for the remaining two TOUREX/67 events.

Between now and late August, luncheons or receptions for key businessmen, trade press editors, trade association executives and others who directly influence purchases will have been held in a total of at least 16 cities in Austria, Belgium, Denmark, France, Germany, Holland, Italy and Switzerland.

Meanwhile the U.S. Commercial Officers and BIC Market Development Officers' will be making personal calls on prospective customers from Stockholm and Oslo to Rome and from London to Athens. In other U.S. Foreign Service posts—the campaign reaches into a total of 57 cities in 30 countries, including those of Eastern Europe—the promotion activities will take the form of special commercial newsletters, press releases or announcements made through chambers of commerce and other business organizations.

The announcement in Ankara, made by the Embassy at a Balkan conference sponsored by the International Union of Official Travel Organizations, and attended by representatives from countries in that area, including Bulgaria, Greece, Hungry, Romania and Turkey, emphasized the Belgrade exhibition.

Although the entire TOUREX/67 promotion has been timed to take advantage of Europe's rapidly growing need for expansion of its tourist facilities, Commerce's market development campaign is more broadly directed to include hospitals, educational institutions, penal systems and other establishments that are concerned with recreation; housing; mass feeding, including in-plant feeding; and a broad range of service industries.

COMMERCE SECRETARY Alexander B. Trowbridge (above right) looks over the accounting machines of National Cash Register Co. with U.S. Ambassador Angier Biddle Duke (second from right, above).

Products on display will run the gamut from toasters to full-size swimming pools and a 31-foot yacht. Two exhibitors that are expected to draw unusual attention are Holiday Inn, with its computerized world-wide reservations system, and Robert Trent Jones, a golf course designer with an international reputation.

Other exhibits will include all types of hotel, restaurant and catering equipment, including an operating kitchen; heating, ventilating, air conditioning and refrigeration equipment; furniture, cleaning and maintenance equipment; business machines and transportation and travel facilities.

Fifteen of the exhibitors in Barcelona/TOUREX will participate in one or both of the two remaining events. Munich/TOUREX is now completely booked, with 84 firms represented in the 50,000 square feet of the U.S. Exhibition, but applications for exhibit space still are being accepted for Belgrade/TOUREX.

Although the Munich exhibition is being held in connection with the combined Bundesfachschau (hotel equipment and supplies) and IGAFA (tourism and gastronomy) exhibitions, which draw a total of 35,000 visitors, not more than 25,000 are expected to visit the U.S. Exhibition because admission will be limited to businessmen who have official invitations. It is expected that those invitations will take on added value because their possession will entitle the holders to free admission to both the German- and U.S.-sponsored expositions. Those without such invitations will be charged the equivalent of $1.50 during the business hours of from 9 a.m. until noon, and $1 at other times.

The strength of the market for most of the products on display in the exhibitions is indicated by the fact that international tourism is now the largest single item in world trade—ranking higher than any commodity—and in Europe has been growing at the rate of 12 percent a year since 1961.

But the balance of international tourist trade has been running against some of those most able to increase their facilities and attract more visitors. Traveling West Germans in 1965 spent $812 million more outside Germany than their stay-at-home compatriots were able to collect from foreign visitors. France also showed a travel deficit in 1965 for the first time in its history.

European tourist income

For all of Europe, the 1965 tourism income was estimated at $5.5 billion. The year before—the latest year for which figures are available—it constituted 42 percent of Spain's exports; 24 percent of Austria's; and 18 percent of Ireland's.

To accommodate the great influx of travelers and to increase the volume of this major export industry, Europe plans to spend $4 billion on expanding and improving its facilities. Target investments include:

- Spain—$700 million over a 4-year period
- France—434 million by 1970
- Italy—$2.4 billion through 1970
- Austria—$120 million by 1970
- Yugoslavia—$80 million by 1970
- Portugal—$53 million in 1968
- Greece—$280 million by 1971
- Germany—$800 million by 1973.

Spanish-language magazine for auto shop operators wins "E" for export service

'Motrix' publishes three editions to reach specific audiences; provides reader inquiry service, conducts market research

Providing advertising coverage of Latin America for U.S. manufacturers of automotive products has won a Presidential "E" award for *Motrix* magazine, a Spanish-language publication of the Cleworth Publishing Co.

In addition to the international edition, which serves Latin America and Spain, editions of *Motrix* are published for Mexico and Venezuela individually.

Motrix provides reader inquiry service, conducts market profile studies, aids in distributor procurement and serves as a primary source of technical and service information. *Motrix* subscribers, some 31,500 of them in Latin America and Spain, are generally operators of independent repair shops and service stations, and importers and distributors of automotive parts and equipment.

A SPANISH-LANGUAGE MAGAZINE for automotive shop operators and personnel, *Motrix* has special editions for Mexico and Venezuela in addition to its edition for all of Latin America and Spain.

Motrix was established in 1954 by Jose Olivera, a Cuban, who had discovered through personal experience as an automotive parts representative that the only way to sell these products in Latin America was with the backing of automotive service personnel. The majority of shop personnel lacked trade school training and received no automotive service publication. Therefore, *Motrix* would serve as a source of technical and service information while providing manufacturers of automotive parts with a new advertising medium directly linked to the actual users and buyers of their products.

How-to-do-it approach

To build up circulation, *Motrix* publishers contacted Latin American distributors and dealers for the names and addresses of their customers. The magazine emphasizes the "how-to-do-it" approach and features material on vehicle repair and maintenance as well as up-to-date service information provided by leading automotive authorities and manufacturers. *Motrix* is printed in pocket size to make it easy to carry home for study or to use on the job for reference.

With the inception of the Mexican edition of *Motrix* in 1962, it became possible for advertisers to be flexible: they could reach all Latin America, Mexico only, or all Latin America excepting Mexico. This is especially helpful because of Mexican import reguations.

Motrix was purchased in 1963 by the Cleworth Publishing Co. of Cos Cob, Conn., which publishes three other business magazines. *Motrix* printing operations were immediately transferred to San Jose, Costa Rica, where Cleworth has an office. (Paper, stencils and addressing ink are imported from the United States.)

This year the Venezuelan edition was originated, giving advertisers additional possibilities for split-run campaigns and opportunities for pinpointing their marketing efforts. Even within the international edition, advertisers are able to place different advertisements for different countries.

Service for advertisers

Motrix has several services to help manufacturers locate distributors and contact new customers in Latin America. For example, a manufacturer seeking distributors can place a notice to this effect in *Motrix* without charge. Each

issue includes two detachable reader service cards. Each card is numbered to correspond to the advertisements or new product items in that issue. Readers are encouraged to use these cards to obtain further product information.

In 1965 and 1966 *Motrix* conducted market research studies to determine the types of automotive service work done in reader shops. From these studies an automotive manufacturer can readily determine how well *Motrix* reaches his market.

In 1964, *Motrix* received more than 7,600 inquiries about 466 advertised items; in 1965, some 13,000 inquiries were received on 570 items.

International sales for 1964-66 represented more than 10% of the publisher's total business.

The "E" certificate and flag were presented to company president C. William Cleworth by Department of Commerce Hartford Field Office director James E. Kelley at a special ceremony at the company plant in Cos Cob. This was followed by a flag raising and reception.

Four-state mobile trade mission to Mexico planned for November

Arizona Development Board, plus boards of Colorado, Utah and New Mexico combine efforts to sell states' products

Plans are nearing completion for a month-long four-state mobile trade mission to Mexico, the Arizona Development Board has announced.

The Industrial Development and Promotion Departments of the States of Arizona, Colorado, New Mexico and Utah jointly are arranging details of the program for visiting the agricultural and industrial centers of Central and Western Mexico Oct. 30-Nov. 28.

This will be the first time that four states jointly have arranged to bring private industry's products to a foreign market, the Board points out.

Arizona, as the gateway to Mexico, according to Board Director Robert B. Landry, began the groundwork when it was host last April to "Fiesta de Jalisco en Arizona," a cultural and trade mission from the State of Jalisco to Arizona. During their nine-day stay members participated in a seminar, "Doing Business With Modern Mexico," in Phoenix, attended by more than 200 Arizona businessmen.

Space reservations for exhibitors and manufacturers wishing to participate in the fall mobile trade mission are now being accepted, says Landry.

Tucson will be the site of departure. One segment of the van exhibits—containing mining equipment, industrial machinery and related products—will have its first showing in Ciudad Juarez, Oct. 30-31, and then continue in Central Mexico with stops at Chihuahua, Nov. 2-3; Monterrey, Nov. 6-10; and San Luis Potosi, Nov. 13-14.

The second portion of the show, featuring agricultural products, will open in Mexicali, Oct. 30-31, then stop at Hermosillo, Nov. 2-3; Ciudad Obregon, Nov. 6-7; Culiacan, Nov. 9-10; and Mazatlan, Nov. 13-14.

The two exhibits will connect for their first joint showing in Guadalajara, Jalisco, Nov. 16-21, and then continue as a unit to Mexico City, Nov. 23-28.

In each city the exhibits will be open to Mexican businessmen by invitation only. Where there is a university, there will be visiting hours for students.

Manager of the mobile exhibition will be Ralph Bergsten of Green Valley, Ariz., former Director of the Office of International Trade Promotion, U.S. Department of Commerce. He will be assisted by state coordinators Ronald Lemon, Colorado; Willis Smith, New Mexico; Walter Smith, Utah; and Jack Scott, Arizona.

Commerce Department assistance under the combined Industry-Organized Government-Approved Trade Mission and Mobile Trade Fair Programs has been requested by the planners of the four-state promotion.

Minneapolis trading stamp firm ventures into Japan with food wholesalers there

Gold Bond Stamp Co. of Minneapolis is beginning branch operations in Japan in association with two of the largest food wholesalers there.

Gold Bond, describing its new operation as the first American trading stamp venture into the rapidly-growing Japanese market, will start with approximately 2,000 food accounts and within three years will be serving more than 15,000 food markets, according to Curtis L. Carlson, Gold Bond president, and Frank J. Larsen, vice president of international operations.

Carlson said that Gold Bond operations in Japan would involve two separate and distinct stamp programs, each offering about 1,000 gift items and each with its own promotional support program and individual field sales organizations. Included are:

Gold Star stamps, to be offered through Kabushiki Kaisha Hiroya, a food wholesaler located in Tokyo servicing several thousand independent food stores. Hiroya also is a member of a group of nine grocery wholesalers, representing more than 100,000 voluntary food stores, whose members are considered likely outlets for Gold Star stamps.

Gift Bond stamps, to be distributed through Kabushiki Kaisha Hokuyo Shokai, a primary food wholesaler for 1,200 secondary wholesalers who supply some 250,000 food retailers. Hokuyo Shokai is a part of the Mitsubishi combine.

Gold Bond is a trading stamp leader in terms of international operations, with activities in the United Kingdom, Ireland, Canada, Spain and the Caribbean.

"The highly competitive nature of the retail food business in Japan, plus the fact that the Japanese today enjoy the highest standard of living in the Orient, combine to create the ideal environment for the trading stamp concept as it has been perfected in the U.S.," Carlson explained.

"Although there are hundreds of local stamp plans in Japan, plus four major domestic stamp companies there, we have found tremendous enthusiasm for our entry into the market among independent and voluntary food groups.

"The main reason is that as an American stamp company we are in the position to contribute extensive know-how to our Japanese customers in modern stamp merchandising in the form of promotional support programs, gift book production, merchandising selection and buying, efficient warehousing and distribution, including computer technology, and so on."

TO NOVA SCOTIA FROM NEW JERSEY came a group of students interested in international trade, adding first-hand contacts to the knowledge they have found in textbooks. Their week-long field trip to industrial and educational centers in the Maritime province was the culmination of eight months of "Operation Nova Scotia" studies by members of the Junior Achievement organization.

Nova Scotia greets New Jersey youths learning world trade

28 'Junior Achievers' tour Canadian province's growing industries, training centers

International trade got a small but significant boost recently when 28 mini-executives from New Jersey were treated to a week-long tour of Nova Scotia's industrial and educational centers.

The Nova Scotia field trip allowed Junior Achievers accompanying government, civic and industrial leaders from the province and the state, to exchange ideas in a working laboratory cutting across international boundaries.

The group, all between 15 and 18 years old, are members of a nationwide youth organization—Junior Achievement—through which they run miniature corporations in their spare hours.

As part of their program to gain first-hand experience in all facets of business, each year the New Jersey group studies an area which is deemed to have an outstanding international record in trade initiative.

The members making the Nova Scotia field trip were selected from among the 800 New Jersey Junior Achievers who took part in the eight-month long 'Operation Nova Scotia.'

Earlier projects dealt with West Germany, Puerto Rico, Ireland and California.

Gallatin Service revises format to 8-volume edition

New Copley-published series uses ring-binder updating style

The 1967 *Gallatin Service for International Business* has been expanded to eight volumes, instead of three as previously published. The new format has been changed from bound volumes to permanent ring binders and report cases, for easy updating and storage of special reports and publications.

The revised *Gallatin Service* is a source of current worldwide business intelligence for manufacturers, banks, law and accounting firms, advertising agencies, libraries, government agencies and others doing business abroad.

The *Gallatin Service* in its new form includes the following:

Gallatin Business Intelligence—124 country studies, providing facts on manufacturing, transportation, communications, marketing, currency, taxation, investment incentives, credit, licensing, trademarks, etc. An analysis of investment opportunities for American business is included for each country.

The Gallatin Letter—issued bi-weekly, reporting and interpreting international news affecting American business activities abroad.

Statistical Indicators—key statistics and data presented in graphic and tabular form.

Business Aids—300 pages of services and sources available to American firms planning or involved in overseas operations.

Special Reports—in-depth studies on key areas of foreign business activity, such as finance, marketing, executive search and compensation, and taxation.

Gallatin Inquiry Service—library and research facilities of the Gallatin Service available to answer subscriber inquiries.

Every three months one-quarter of the material contained in the Country Study sections of the Service is revised and replaced with updated material.

The complete *Gallatin Service* costs $350 for a yearly subscription, which includes all the material described above.

Write: The Gallatin Service, Copley International Corp., 330 Madison Ave., New York, N.Y. 10017.

Businessmen set to review Indonesia economic picture

A group of senior business leaders from ten countries will meet with local officials in Djakarta Aug. 2-5 to discuss Indonesia's economic development.

Dr. Weldon Gibson, executive vice president of the Stanford Research Institute which is sponsoring the meetings, will head the delegation.

The multi-nation contingent, representing only private interests, plans to assess the country's economic needs and advise commercial and government leaders on how best to improve domestic and foreign investments. A complete report of the participant's findings will be prepared by the institute at a later date.

NEW MECHANIZED TUNNELING MACHINE was sent by its producers, Mining Equipment Manufacturing Corp. of Racine, Wis., to Argentina to meet specifications of the Argentine Government asking for excavation of a 15½ foot diameter tunnel without need for primary lining. Complete unit weighs about 350 tons with total length of 220 feet. It includes a mechanized excavating wheel, conveyor system, moveable concrete forms and concrete muck pump. This self-contained "tunnel-builder" reduces tunneling expenses by elimination of high cost steel or concrete primary lining.

International trade for small companies AMA seminar topic

Chicago is also site of licensing conference

Opportunities ahead for the smaller company entering the international market will be discussed July 17-19 at the LaSalle Hotel, Chicago, at a seminar sponsored by the American Management Association.

Participating will be executives of small companies successfully engaged in exporting, and the Department of Commerce's Robert L. Hirshberg, director of the Office of Commercial & Financial Policy in the Bureau of International Commerce.

Mr. Hirshberg will discuss U.S. governmental assistance to smaller companies through various units in Commerce Department, AID, Eximbank, the FCIA and the Small Business Administration.

Other topics of the seminar include: why the smaller company should enter the international field; sources of international intelligence; international finance; legal considerations; and doing business in a different cultural environment.

On the same dates the AMA will also present at the LaSalle Hotel a new session of its workshop on Problems and Policies in International Licensing.

The participants in the Licensing workshop will present problems encountered in their companies' licensing programs, and the group will apply its experience to solving these problems.

Write: American Management Assn., 135 W. 50th St., New York, N.Y. 10020.

World development is topic

"Engineering in International Development" will be the theme of a conference hosted by the Center for Research and Education at Estes Park, Colo., Aug. 27-Sept. 1. The conference is under the joint auspices of Colorado State University, the University of California at Los Angeles, Engineers Joint Council and East-West Center, University of Hawaii.

New unit for Polish trade

An American Chamber of Commerce for the Development of Trade with Poland has been organized in New York, with the expectation of operating in Poland from a Warsaw office.

A limited group of U.S. firms are being solicited to join the chamber by its secretary, Leonard R. Schneider, at 350 Fifth Ave., New York, N.Y. 10001, Rm. 1422.

United States overseas

The export promotion dates on these five pages offer important information for the U.S. exporter by telling what to sell, and where and when. The opportunities lie in commercial trade fairs, U.S. trade center shows, trade missions, America Weeks, the Sample Display Service and Mobile Trade Fairs. The last three are described elsewhere in this schedule.

Aggressive promotion is necessary to clinch the sale, but the task is made easier by exposing your products in the ways listed here.

► Exhibits in commercial fairs by the United States are selected after a research study shows a market for the product.

► Trade center shows held in London, Bangkok, Frankfurt, Tokyo, Milan and Stockholm, are limited to specific product lines.

Write: Bureau of International Commerce, Code 938, Department of Commerce, Washington, D.C. 20230.

► Trade missions composed of U.S. businessmen are organized to promote the export of U.S. goods and services. Some are organized and financed by the U.S. Government. Others are industry-financed and industry-organized and programmed with Government help.

American firms interested in selling their products abroad are invited to submit their business proposals to: Bureau of International Commerce, Code 918, Department of Commerce, Washington, D.C. 20230.

This calendar of exhibitions will appear in the first issue of INTERNATIONAL COMMERCE each month.

Packaging and food processing equipment. MEXICO. "Another packaging machinery show, in 1967, would provide an opportunity to display the superiority of U.S. equipment." This recommendation came from one of the 15 packaging exhibitors at last year's U.S. solo industrial exhibition in Mexico City. These exhibitors drew more than their share of the 15,000 registered trade visitors. They discovered that, as one of them put it, the packaging industry in Mexico is "on the verge of tremendous growth." This year the exposure of packaging machinery will be greater and U.S. manufacturers of food processing equipment will also have a chance to benefit from the lucrative market. Mexican purchases of packaging machinery topped $5.5 million in 1965; food processing equipment had $30-32 million in sales in 1966. **U.S. Solo Packaging and Food Processing Equipment. Mexico City. Aug. 1-10.**

Factory modernization equipment. AUSTRALIA. In order to stimulate plant modernization, the Australian Government is allowing an extra 20% tax depreciation the first year for approved facilities, thus permitting a 30% allowance the first year of a 10 year period. Total depreciation amounts to 120%, an indirect subsidy of 20%. Of the approximately 59,000 factories on which Australian economy is vitally dependent for production, repairs, jobbing and subcontracting purposes, the vast majority are operating with old or obsolete equipment, much of it 35-40 years of age. Specific sales opportunities exist for metal working machine tools; industrial heating and foundry equipment; specialized types of valves, pumps, and compressors; rubber and plastic working machinery; automatic welding equipment; and other general engineering equipment and accessories. **Fourth International Engineering Show, Melbourne, Australia. Aug. 7-12.**

Commercial and household refrigeration equipment. THAILAND. Imports comprise 75% of Thailand's growing refrigeration needs. U.S. equipment is held in high esteem, and competing successfully with European and Japanese equipment. Competition for this market, formerly dominated to a high degree by U.S. manufacturers, is increasing. Increased demand, sparked by a building boom in Bangkok, is providing a good opportunity for U.S. manufacturers to increase their share of the market. **Bangkok Trade Center. Aug. 16-24.**

Space fully booked

Office machinery and equipment; special selected Sample Display Products. NEW ZEALAND. American manufacturers of office machinery and equipment will be displaying selected items in the U.S.A. portion of this international trade fair. Also, the sample products of 15 U.S. firms without agency representation will be displayed, in order to locate agents or distributors for them. **Third International Fair, Wellington. Aug. 17-Sept. 2.**

Miscellaneous industrial and agricultural machinery and equpment. TURKEY. American firms with Turkish agents who are interested in exhibiting at the Izmir, Turkey Fair should advise their agents to make application at the Commercial Office of the American Consulate General in Istanbul. The U.S. total special allocation in 1966 was $850,000 and it is expected that the 1967 allocation will be at least as much. **Izmir International Trade Fair, Aug. 20-Sept. 20.**

Agricultural chemicals and specialties. JAPAN. Lack of arable land, the steady migration of farm labor to cities and towns, and rising food imports have been major factors behind Japan's drive towards more intensive farming. As a result, sharply increasing demand is predicted for multi-purpose pesticides, high-grade complex fertilizers, and efficient agricultural chemical spraying, spreading, and dusting equipment. **Tokyo Trade Center. Aug. 28-Sept. 2.**

Advanced analytical instruments. GERMANY. Industrial and institutional analytical laboratories in Germany need additional equipment to handle rapidly expanding requirements. At present, U.S. analytical instruments are widely used and are considered excellent. Conditions appear extremely favorable for U.S. analytical instrument companies to introduce

promotions

new products as well as to increase sales of products already in use. **Frankfurt Trade Center. Sept. 4-8.**

Environmental test equipment. UNITED KINGDOM. The U.K. is more advanced in the use of environmental test equipment than most other European nations, including Germany where U.S. exhibitors met with success last fall at an American Environmental Test Equipment Exhibition at the Frankfurt Trade Center. Based on present activity in the aerospace and other industries, and the scientific research for future programs, much of the "first generation" of environmental test equipment that has been in use in Britain for the past five or ten years needs to be replaced or supplemented. U.K. entrance into high performance military and civilian aircraft programs has meant that environmental test requirements not used heretofore now must be met. All this adds up to a market that is expected to reach $35 million in the near future, a 40% increase above the present $25 million market. There are sales opportunities for U.S. manufacturers of these products: Sinusodial and random vibration equipment, 1,000 to 30,000 lbs. force; altitude, humidity, and high and low temperature chamber; shock machines and associated instruments; centrifuges, and solar simulation equipment. **London Trade Center, Sept. 13-21.**

★★★ **Tourex 67** (Tourism Equipment and Services Exhibition) is providing a package of three international exhibitions within a period of six months in 1967, and is giving manufacturers of nine different product lines exposure to the entire European market from Portugal to the Black Sea. Product lines featured are: hotel, restaurant and catering equipment; heating, ventilation, air conditioning, and refrigeration equipment, recreational facilities; contract furniture and furnishings; transportation and travel facilities; business machines; institutional maintenance equipment; and consultant services. The first exhibition took place at the Barcelona Samples Fair, June 1-15. **(See next two items for details on the next two promotions.)**

Space fully booked

Equipment for the food service, lodging and recreational industries. GERMANY. This second TOUREX promotion will give U.S. companies an opportunity to exploit the markets in Western and Central Europe. Germany plans to spend $200 million annually over the next few years to improve on its existing tourist facilities and build many new ones. France, under its fifth modernization plan, will construct 30,000 new hotel and motel rooms and modernize another 600,000 by 1970. Total investments are expected to reach $434 million by then. Italy's National Five Year Plan calls for $2.4 billion to be invested in hotels, spas, and air and sea transportation by 1970. Construction over this period is expected to include 200,000 rooms and related facilities. Austria's tourist industry will invest $120 million in the next three years to build new, and improve existing tourist facilities. Greece is planning an investment of $280 million in its tourism industry during the period 1966-1970. The market promotion campaign will not be restricted to the tourism industry but will be directed into such other areas as hospitals, educational institutions, industrial in-plant feeding facilities and government and military establishments where similar equipment is used. **TOUREX-Munich International Tourism/Hotel/Restaurant Exhibition. Sept. 15-24.**

LOCAL REPRESENTATIVES often make many of the sales for U.S. firms at Trade Center shows. Here Sun Electric's Japanese agent talks to buyers at an automotive service and maintenance equipment show held recently at Tokyo.

Equipment for the food services, lodging and recreational industries. YUGOSLAVIA. Yugoslavia has announced plans to spend $80 million, in hard currency alone, for the purchase of equipment to improve old and build new tourist facilities. This first major U.S. commercial exhibition in Yugoslavia will also be promoted in Czechoslovakia, Poland, Rumania, Bulgaria and Hungary, not only to the tourist industry but to all institutions including schools, hospitals, government and military establishments, and religious institutions. The influx of tourists to these countries is creating a strong demand for new and improved facilities in hotels, motels and recreational facilities. **U.S. Yugoslavia/TOUREX Exhibition, Belgrade. Sept. 28-Oct. 4.**

Advanced office machines and data processing equipment. SCANDINAVIA. Sweden and its neighboring countries are experiencing an urgent need to modernize their office and ad-

America Weeks

America Weeks are overseas retail sales promotions of U.S. consumer goods.

Overseas retailers planning one of these promotions make their merchandise selections through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing mailing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers.

Any U.S. organizations interested in supplying promotional material for this program are asked to give a brief description of the exhibition or demonstration, and to indicate the languages in which it is available.

Write: America Weeks, BIC-944, Department of Commerce, Washington, D.C. 20230.

Sample Displays

A Sample Display Center is just what its name implies—a place to show samples of U.S. products.

U.S. firms without agents in the area may use any Center to present their products to prospective local agents and distributors.

Centers are supervised by U.S. commercial officers at the embassies in the host countries. U.S. products and descriptive literature may be displayed without charge for 30 days.

For information on the Centers in Bangkok, Beirut, Manila, and Nairobi, **write:** Sample Displays, BIC-936, Department of Commerce, Washington, D.C. 20230.

For the Sample Displays at Addis Ababa and Melbourne, **write** to the Commercial Attache at the American Embassy in Addis Ababa and the Consulate General in Melbourne.

Mobile Trade Fairs

Mobile trade fairs are private business ventures designed to show and sell products of U.S. business and agriculture through traveling exhibitions carried in ships, airplanes, trains and exhibit vans.

Objectives of a mobile trade fair are to help U.S. firms enter the exporting field; to open new markets for American goods; and to assist U.S. business concerns in finding overseas agents.

The Bureau of International Commerce provides technical support and certain kinds of financial assistance to qualified mobile trade fair operators.

Write: Mobile Trade Fairs, BIC-918, Department of Commerce, Washington, D.C. 20230.

ministrative operations. Clerical labor, in severe short supply, commands ever increasing wages and fringe benefits. Well aware of this, Scandinavian business is rapidly turning toward advanced office machines and data processing equipment to help alleviate the problem. The situation creates an audience of buyers highly receptive to accepting advanced techniques to cope with the mounting load of administrative, accounting, statistical and other office operations encountered in a highly developed economy. The U.S. has an outstanding reputation for efficient office operation and U.S. suppliers of advanced office machines have excellent prospects in the market. **Stockholm Trade Center. Sept. 21-27.**

Technical and professional photographic products. GERMANY. American non-consumer photographic products are highly regarded in Germany. Increased expenditures are budgeted by both the public and private sectors for applications holding special promise for the U.S. photographic industry including: aerospace, aerial, underwater, and high speed photography; product design, testing, and manufacturing; holography; and motion pictures for television news and features and for the theater, schoolroom and vocational training center. **Frankfurt Trade Center. October 2-6.**

Materials handling equipment. ITALY. The surge of Italian industrial growth in the past few years has opened important opportunities for sales of advanced materials handling and conveying equipment. An industry study indicates that Italian industrial facilities for the most part lack modern systems of mechanical handling. Prospects are excellent for sales in Italy of U.S. manufactured equipment, especially for advanced and sophisticated systems and devices. The U.S. exhibit will coincide with IPACK-IMA, the large Italian trade show featuring materials handling equipment. **Milan Trade Center. Oct. 4-10.**

Food processing and packaging machinery, machinery for the chemical, petrochemical and plastics industries, specialized machine tools and metalworking machinery, advanced agricultural machinery, building and construction equipment. CZECHOSLOVAKIA. U.S. Trade Mission. Mission is scheduled for **Oct. 4-25.**

Fluid power systems, components and accessories. JAPAN. The size of the Japanese fluid power market is estimated at $125 million, and U.S. manufacturers sold more than $11 million worth of equipment to the Japanese last year. As one of the leading industrialized countries of the world, Japan offers new and exciting sales opportunities for U.S. fluid power equipment manufacturers. As the Japanese economy continues to boom, recording new achievements in new industries practically every month, her requirements for new and advanced-design fluid power equipment will continue to increase. This U.S. Exhibition, part of the largest Japanese trade show devoted to fluid power equipment, is expected to make a major impact on the Japanese industry. A carefully planned promotion campaign throughout Japan will bring to the exhibition most of the important buyers, agents and distributors. **International Hydraulic & Pneumatic Machine Fair, Tokyo. Oct. 6-12.**

Food processing, packaging, metalworking, petrochemical, textile processing and plastics processing equipment. TAIWAN. Direct export sales continue to be the primary objective in this market, but in addition this exhibition will focus on the broad investment opportunities which Taiwan presents for U.S. manufacturers. Licensing agreements, joint-ventures and wholly-owned subsidiary operations are all acceptable and desirable to the Government of the Republic of China. This exhibition will offer interested U.S. manufacturers an opportunity to take a good look at the market in Taiwan from both a sales and investment point of view. **U.S. Industrial Machinery Exhibition, Taipei. Oct. 26-Nov. 4.**

Mining, construction and industrial equipment. PERU. Large investments in mining, ambitious construction programs, growing demands for domestic metal products, and improved technical levels in automotive repair in the West Coast of Latin America have resulted in expanding markets for mining, construction, metalworking, automotive maintenance, and ancillary equipment. Although the United States holds a major share of these markets, American businessmen must continue to promote actively their products to meet increasing competition from Europe and Japan. The "strictly business" Pacific International Trade Fair, one of the outstanding sales events in Latin America, offers an excellent vehicle for this purpose. U.S. Commercial Exhibition. **Fifth Pacific International Trade Fair, Lima. Oct. 27-Nov. 12.**

Chemical processing equipment. SCANDINAVIA. The chemical industry in Sweden and the neighboring Scandinavian region is growing rapidly. Investment in new production facilities is at a very high level. Planned expansion of the industry will create a larger market for suppliers of processing equipment. U.S. companies with modern equipment in this field will benefit by exhibiting their products. **Stockholm Trade Center. Oct. 19-25.**

GERMAN TRADE BUYERS study specifications for hydraulic trucks shown by the Joyce-Cridland Co. at the U.S. Exhibition at the Hanover Fair this year.

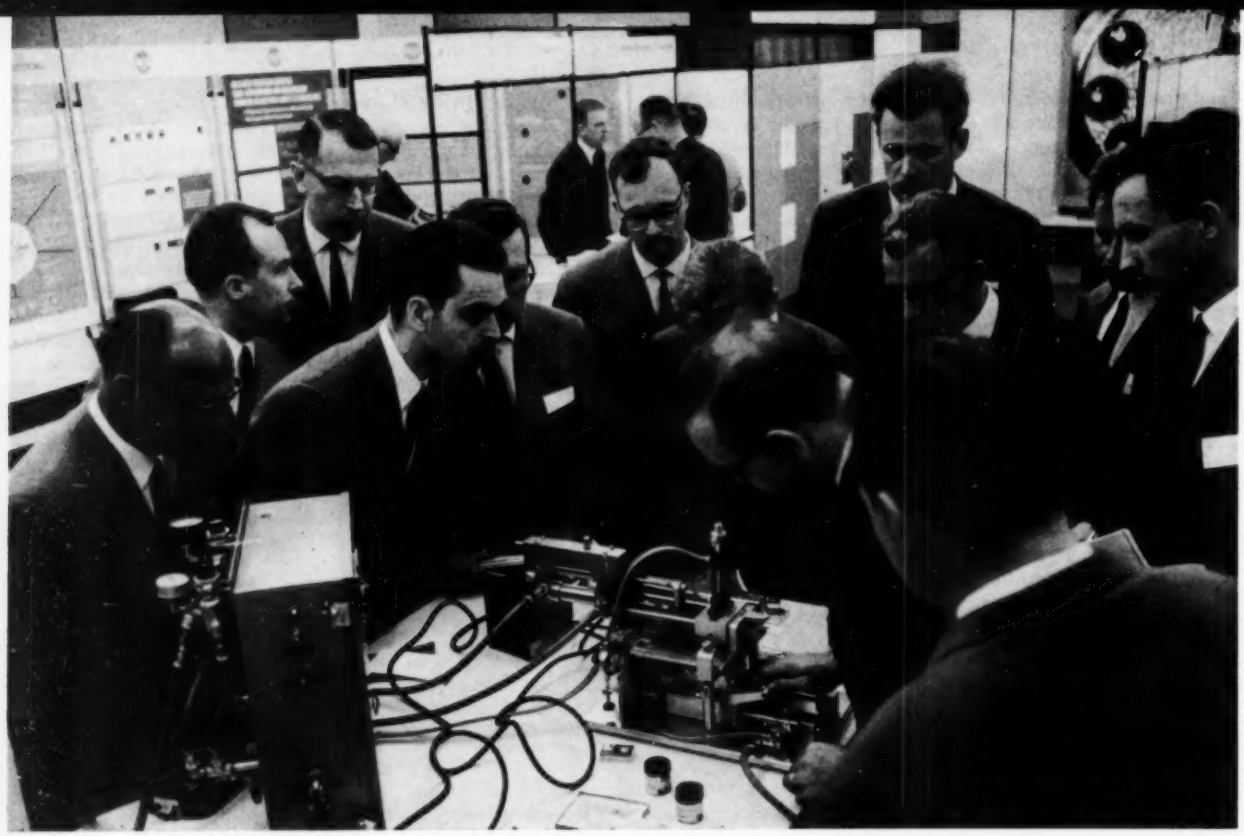
Electronics—USA/68. GERMANY. Germany, one of the fastest growing industrial economies in the world represents a prime market for new products, innovations, and technologies commercially available from the U.S. electronics industry. This exhibition is especially tailored to meet the needs of European buyers of selected brand-new U.S. hardware. It is a good opportunity to test the market place, secure immediate sales acceptance and obtain international distribution for very recently developed electronic components, instruments, controls, equipment, systems, engineering services, and unique applications in the process industries, communications, high energy physics, and medicine. These particular areas are deemed of significant interest to German industry and scientific circles. **Frankfurt Trade Center. Oct. 30-Nov. 3.**

Machinery and materials for manufacturing plastic products. ITALY. Italy possesses one of the major plastic industries in the world with 40 firms producing plastic materials and over 2100 firms specializing in manufacturing plastic products. She ranks third world-wide in household appliance production and her substantial automotive, electronic and pharmaceutical industries generate a further requirement for plastic products. With no restrictions on the import of American machinery and materials, her interests lie in new, specialized and high volume equipment and in new or special application materials. **Milan Trade Center. Nov. 2-8.**

Advanced electronic components. SWEDEN. The production of electronic equipment in Sweden is rapidly expanding. Soaring demand for industrial and professional electronic devices is stimulating the growth of this industry. Swedish output of components, limited in scope, cannot satisfy the requirements for many types of advanced components needed in specialized equipment. Imports of components into Sweden exceeds $50 million a year. Further expansion of the industry will create an even larger market for component suppliers. A recent study by the Marketing Services Department of the U.S. Electronic Industries Association confirms that Sweden is a growing market for components. U.S. companies in this field can benefit by exhibiting and selling their products. **Stockholm Trade Center. Nov. 8-14.**

Electronic production equipment. UNITED KINGDOM. The large and rapidly expanding British electronics industry is looking toward the U.S. for new and advanced production equipment and fast delivery. Estimated annual output of the British electronics industry exceeded $1.5 billion in 1965, and should reach $2.25 billion by 1970. Conditions appear extremely favorable at this time for U.S. firms to introduce new products as well as to increase sales of products already in use. **London Trade Center. Nov. 8-16.**

Machinery and equipment for peaceful uses of atomic energy. JAPAN. Planned to coincide with the 8th Japan Conference on Radioisotopes, this Show is aimed at the quickly growing Japanese market for nucleonic and radiological equipment. Japanese Government budget appropriations for atomic energy projects are running in excess of $3⅓ billion, and the 9 electric power companies plan to produce 1 million kilowatts from atomic energy by 1970 with projections calling for an additional 6½ to 8 million kilowatts in installed capacity by



MICROMINIATURE SYSTEMS AND COMPONENTS proved popular with German engineers and executives in a show held this past May at the Frankfurt Trade Center. Visitors above are observing a demonstration of a silk-screen printer which was exhibited at the show by Precision Systems Co., Inc.

1980. Increasing nuclear and radiological research in the medical, food, fishery and agricultural industries is also creating a demand for equipment and instrumentation that is not being fulfilled by domestic producers. **Tokyo Trade Center. Nov. 13-18.**

Chromatography and electrophoresis instrumentation. UNITED KINGDOM. Advanced analytical instruments are needed by British industrial and institutional laboratories to meet rapidly expanding requirements. The present market is placed at $34.2 million, of which 46 per cent is imported. The U.S. accounts for 51 percent of these imports. Continuing high levels of research and development expenditures in the U.K. promise dynamic markets for U.S. instruments. **London Trade Center. Dec. 6-14.**

Compact computers. UNITED KINGDOM. Sales potential is high in the U.K. for U.S.-made computers designed for the limited requirements of small-scale or specialized users. Attractive market opportunities are indicated by the willingness of British businessmen to modernize, and by the U.K.'s growing research and development expenditures—which exceeded $2 billion last year—more than the combined R&D expenditures of the entire Common Market. Following the London Trade Center Exhibition, the displays will be mounted in railroad cars and constitute an exhibit train, which will make scheduled appearances at four leading U.K. business cities. **London Trade Center—Jan. 16-19, 1968; Train displays: Birmingham, Jan. 25-27; Manchester, Jan. 29-31; Newcastle, Feb. 1-3; Glasgow, Feb. 5-7.**

Consumer products. UNITED KINGDOM. Harrods, a leading department store chain in the United Kingdom, is planning a retail promotion of U.S. products. Three main themes will provide the "America Weeks" attraction: Colonial Williamsburg, the Wild West, and Space Technology. Principal product categories to be featured include housewares, food items, home furnishings, men's clothing, stationery and notions, jewelry, women's and children's clothing and accessories, and fabrics. Buyers from the store will be in the United States during the months before the promotion. U.S. firms wishing to have their products considered for the sale should contact Associated Merchandising Corp., 1440 Broadway, New York, N.Y., 10018. **Scheduled for Feb. 1-Mar. 14, 1968.**

Consumer products. JAPAN. The first "America Weeks" promotion in Japan is now scheduled at the main Tokyo Isetan store and possibly at seven affiliated stores throughout the islands. With the theme of "American Festival", and the concentration on the American way of life, the Tokyo store will display a model U.S. home, to which individual groupings of U.S. products will be related. Among the product categories to be included will be housewares, kitchen equipment, decorative items, furniture, garden equipment, food products, men's, women's and children's apparel, toys, and sporting goods. Buyers for the stores will be in the United States during October and November of this year, but all buying is normally done through McGreevey Werring and Howell, Inc., 225 West 34th St., New York, N. Y., 10018, whom interested U.S. firms should contact. **Scheduled for March 1968.**

Scandinavian Center hits with corrosion control equipment

Technical advisor, films on damage protection augment firm exhibits

Thirteen exhibitors, a technical advisor and a "Corrosion Film Festival" combined to attract 721 visitors to the U.S. Trade Center in Stockholm from June 8-14. The exhibitors presented equipment and supplies for metal surface treating and anti-corrosion protection; the technical advisor was Dr. Norman Hackerman, Vice Chancellor of the University of Texas and an international authority on metal corrosion and surface chemistry; and the "Corrosion Film Festival" featured a series of over a dozen technical films on the nature and prevention of metal corrosion.

The exhibitors projected sales of $452,000 during the next 12 months as a direct result of the exhibition. Only three of the 13 exhibitors requested agency finding services prior to the show, and 11 new or additional representation agreements were under negotiation at the close of the sixth day.

Over 550 visitors were registered as being from the trade with a direct influence on equipment purchases. All of the exhibitors reported that they either fully or partially achieved their main objectives for participating.

Dr. Hackerman volunteered his services for the first three days of the show. Included in his busy schedule was a lecture on "Corrosion Inhibition" which he delivered to a specially-invited group of 70 leading Swedish corrosion engineers and research scientists.

A special feature of the Stockholm Trade Center Exhibition was the "Corrosion Film Festival" presenting a series of technical films secured from various American companies and the National Association of Corrosion Engineers.

Both new and old to market companies considered their participation in the Stockholm Trade Center show as a successful venture. Robert F. Moran, International Sales Co-ordinator for Vapor Blast Mfg. Co., a new to market firm said: "We believe this type of exhibition to be a very practical initial approach to a new market . . . the calibre of visitors was in most cases top quality, such as presidents or owners of firms."

AUTOMATIC SOLUTION CONTROLLER by Oakite Products, Inc. (above) is explained to trade journalists by company official. The new product was shown at the press preview before the show's opening.

MAJOR SUCCESS at the show was Rust-Oleum Corp. (above), an old-to-market firm seeking new business contacts. By show's end, the company expected $120,000 in sales. W. R. Grace & Co. (below), another firm already in the Scandinavian market, successfully launched a new product line at the show.

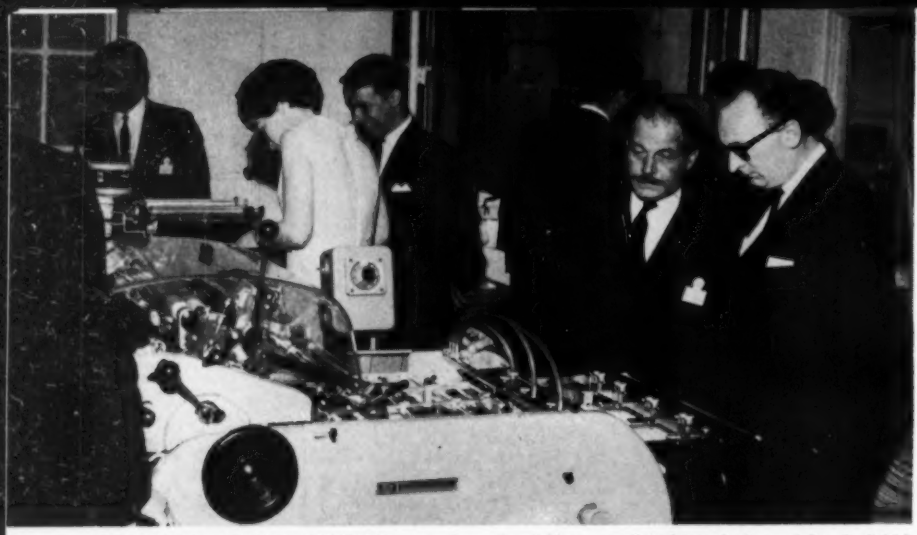
Firms sign agents at London exhibition

Two companies name four dealers; many distributors express interest

By the end of five days of the scheduled nine day run of the exhibition of scientific and industrial photographic equipment at the London Trade Center, June 14-22, 534 visitors had been counted. Early activity centered around new-to-market companies in the show. All firms not represented in the British market reported keen interest in their product lines by prospective agents and distributors.

Avant, Inc., Concord, Mass., which exhibited cameras, tripods, and a professional laminator, had appointed two agents for the United Kingdom by the end of five days, and expected to appoint two additional representatives by the close of the show. A spokesman for Avant said that at least nine British firms had expressed interest in representational arrangements.

The 29 exhibitors in the exhibition, representing 34 U.S. manufacturers, all appeared pleased with the quality of the trade visitors to the show. Final sales results for the show will be reported in a future issue of INTERNATIONAL COMMERCE.



SPECIALIZED PRINTING EQUIPMENT was shown by Addressograph-Multigraph Corp. (above). British customer examines literature of J. A. Maurer Inc. (below left), and a representative of Microseal International Inc. (in glasses, below right) shows an operture card selector to visiting British scientists.

LOCAL SALES REPRESENTATIVE of TRW Industries, Inc. (at left below) shows one of his company's industrial photographic products to two show visitors from the Confederation of British Industry.

BRITISH REPRESENTATIVE for Simmon-Omega and Calvert Manufacturing Co. (center) shows specialized photographic equipment to visitors from the British Travel Association (left) and Kodak, Ltd.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **Greek** commercial banks have been authorized to provide long-term loans for private investment in hotel construction. The maximum interest rate is 8%; the principal is repayable in 12 years (in Athens) or 15 years (elsewhere). Previously, commercial banks' participation in tourism had been limited to short-term loans for maintenance jobs. . . . Ford Motor do **Brazil,** a wholly-owned subsidiary of the U.S. Ford Motor Co., has introduced with apparent success in the Brazilian market its Galaxie model. This is the first passenger model that Ford has put out in Brazil. Sales of the Galaxie, which is produced locally and backed by a considerable publicity campaign, are reported to be running high, despite a locally-depressed motor vehicle business.

Spain may enact measures to stimulate private business despite inflationary pressures

Several credit regulations aim to reverse cutback in investment; Government may adopt protectionism, despite improved trade

At the end of the first quarter there were signs that the Spanish Government was contemplating measures to stimulate the private sector, despite indications of a new surge of inflationary pressures fueled by high-level public expenditures and generally rising wages throughout the country.

Some action to alleviate the ills of private businesses was obviously necessary with most industries reporting lower levels of production and sales for the first quarter. There were exceptions, and some manufacturers have indeed posted new production records, but in nearly all such cases the higher level of output was not matched by orders, resulting in some cases in abnormally high inventory accumulations.

The cutback in investment has been causing more concern—a problem which the Government has attempted to meet through the introduction of several measures, primarily in the credit field. Chief among these were a program to increase rediscount availabilities with the Central Bank and measures intended to channel additional resources to the Government's credit banks. Over the last six months the structural deficiencies of Spain's capital market and its inability to mobilize the funds so badly needed by the economy have become increasingly evident.

Most economic indicators for the first quarter show that inflation is again threatening. While the principal impact on prices occurred in the clothing, housing and general expenses sectors, the eyes of most consumers are focused on food prices, which once again are on the rise.

The foreign outlook is more mixed, with reasons for both hope and concern.

Spain's trade position has improved compared with last year, as exports for the first quarter were up by 40% while imports dropped by 8%. Yet there were signs that the Government may adopt the comfortable solution of protectionism, as political pressures from domestic industry increase and as continuing balance-of-payment deficits dig into already meager convertible foreign exchange reserves.

Exports up 40%

Total Spanish imports amounted to $884 million during the first quarter, an 8% decrease from the record first quarter of 1966. Exports soared 40% to $347 million—leaving a trade deficit of $536 million, a marked improvement over last year when the deficit totaled $708 million.

Major decreases occurred in the importation of meat (down $20 million); iron and steel (down $30 million); and machinery (down $14 million). On the other hand, imports of vegetable products were up $20 million (mostly cereals and oil seeds).

All other import categories showed only minor increases or decreases when compared with the first quarter of 1966. Part of the overall decrease in imports can be attributed to the administration's slowdown in the issuance of import licenses and may not reflect true demand in this instance.

On the export side increases were widespread, and occurred in vegetable products, mostly fresh vegetables and citrus (up $20 million); fats and oils, mostly olive oil (up $7 million); foodstuffs, mostly fruit and vegetable preparations (up $7 million); mineral products (up $11 million); metals, mostly copper and aluminum (up $11 million); machinery (up $10 million); and transport equipment, mostly railroad equipment and ships (up $10 million).

Spain's reserves, which had fallen by $101.8 million by the end of February, were estimated at $1,045 million at the end of March.

Tourism and remittances down

The reduced trade deficit led some observers to believe that the 1967 balance-of-payment deficit might not be as large as anticipated. Yet there were signs during the first quarter that inflows from tourism (about the same as last year), emigrant remittances, and foreign capital (down 10% from 1966) had begun to decelerate noticeably, increasing the concern of other observers over the eventual 1967 balance.

Based on these first quarter results, it is probable that Spain's balance-of-payments deficit for 1967 will range from $150-$200 million. With authorized import permits now running significantly below last year, the total trade deficit for the year may be held to about $2 billion, compared with $2.3 billion in 1966.

General industrial activity during the first quarter did not compare favorably with the first quarter of the previous year, a reflection of the prevailing economic conditions. The Madrid Chamber of Industry reported a 32% drop in industrial production for Jan.-Feb. in the Madrid area. Sales orders for many capital and intermediary goods decreased, although some consumer goods orders rose moderately. Construction orders also decreased during the quarter and inventories rose for most manufacturers.

Some of the industries which have been

THE AMERICAN PAVILION at the International Samples Fair held in Barcelona last month drew many Spanish visitors. Spain's overall trade position is improving, with exports up 40%, imports down 8%.

U.S. COMPANY REPRESENTATIVES talk with Spanish customers at the Barcelona Samples Fair. Leading Spanish imports for first quarter 1967 were vegetable products, up $20 million over first quarter 1966.

most adversely affected are machine tools, operating at only one-sixth of normal capacity; electric household appliances, where demand reportedly is down some 30%; non-ferrous metals, operating at only 60% of capacity; and motorcycles, where orders have dropped 20%. On the other hand, steel production appears to have increased during the quarter, as did that of motor vehicles.

Many Spanish businessmen are blaming the business slump on foreign investment and the Government's economic policy. Their principal arguments against foreign investment have been that it takes away domestic and in some cases export markets, and that foreign investors are making increased use of Spanish capital, which they are supposedly able to secure with their better credit standings. This discontent has been manifested in recurrent requests that the Ministry of Commerce investigate the effect of foreign investment in Spain.

Economic policy criticized

The complaints against the Government are largely based on the economy's 'recession pallor' which many businessmen feel has resulted from the Government's economic policy and its allegedly over-liberal attitude toward imports. The Government appears to have given some credence to the latter charge, for importers have increasingly complained of administrative bottlenecks in the issuance of import licenses during recent months.

Credits extended by the banking system showed a marked gain, with the February increase exceeding by some 20% the increase registered in February 1966. While there was increased activity in the banking sector, this also reflected a high level of consumption demand and a falling off of investment.

At the end of March the ordinary budget of the Central Government showed a surplus of $20 million, well above last year's level. Reflecting advances to municipalities and credits to the Government's official credit agencies, extraordinary budget operations, however, resulted in the customary deficit in the overall budget, with some five billion pesetas in expenditures having been financed through the Central Bank.

During recent months there has been increasing awareness of the structural deficiences of the Spanish capital market, as companies long accustomed to auto-financing and ready availability of bank funds have found both of these sources less bountiful than in the past.

With costs rising rapidly and profit margins sinking, companies had increasingly relied on the banks for financing

until last year's anti-inflation program effectively restricted the bank's credit activities. Given the underdeveloped state of Spain's capital market, companies were left with nowhere to turn, and as a result many found their business and investment activities severely curtailed.

Many businessmen prefer to postpone expansion projects rather than risk being caught in another credit squeeze, should the balance of payments not react as favorably as the optimists are hoping.

Government improves credit

The Government has taken several steps in the past two months to improve the structure of the national credit market. By increasing the ratio of public funds which banks are required to hold in relation to deposits, the Government has attempted to transfer financial resources from commercial banks to the official medium and long-term credit agencies—which it is hoped will become essential mechanisms in developing Spain's capital market.

Secondly, and with more of a short-term focus, the Government has informed the banks that special rediscount lines will be available for credits extended to industries in capital and export goods production, and that for the first time investment banks will be permitted to engage in rediscounting operations.

The first quarter was in general favorable for agriculture, as the combination of normal January temperature and plentiful rain in February and March was beneficial to many crops, particularly planted grains. The good weather has resulted in wheat estimates for this coming crop year which range from a low of 4.8 million to a high of 5.3 million metric tons.

The anticipated large wheat crop together with the prospects of an exceptionally large carryover, has caused Spain to search diligently for foreign markets.

Marring this picture, however, was the March frost, which caused severe damage to the fruit and vegetable crop in the provinces of Lerida, Zaragoza, Madrid, Tarragona, Malaga, and Valencia with losses assessed at over $28 million.

The frosts affected more than half the acreage devoted to apricots and pears and at least one-third of the acreage devoted to peach and apple production. The result may cause a drop in Spanish deciduous and canned fruit exports.

The current citrus export season has also been a disappointment. Data through April 23 place exports at 1.2 million metric tons, only slightly more than the previous season.

U.S. movies are still good box office in India

Growth in English-speaking audience helps U.S. film-makers

It is expected that box office receipts for United States films in India will continue to rise in 1967 because of the continuing growth in literacy and in the size of the English-speaking audiences. There is an increasing number of theaters showing foreign films, and being equipped to show 70-mm. films.

There are now 19 theaters in India capable of exhibiting 70-mm. films and by the end of the year there will be 22, all of which show foreign films.

Imports of foreign feature films into India in 1966 totaled 198, only two less than the 1965 total. U.S. films accounted for about 55% of the total in 1966, with 108 feature films being imported (120 in 1965). Other major suppliers of feature films in 1966 were Italy with 42 films, the United Kingdom with 20, and the USSR with eight.

The quota agreement between the Motion Picture Export Association of America and the Indian Government was due to terminate Mar. 31; however, it was expected to be extended until a revised agreement is concluded.

A total of 308 feature films were produced in India during 1966, compared with 322 in 1965 and 303 in 1964. The number of films to be produced in 1967 is likely to be less than in 1966, although more color films are expected.

Theater shortage a problem

Indian film producers are concerned about the continued theater shortage and high entertainment taxes. About 50 new theaters were opened in 1966, bringing the total number in India at the end of 1966 to 5,600, consisting of 3,900 permanent and 1,700 touring theaters. An additional 25 to 30 new theaters are expected to be completed during 1967.

Box office receipts continue to rise, with 1966 receipts being reported at about $19 million, some 35% more than in 1965. This trend is expected to continue in 1967.

A major development in the raw film supply situation was the January opening of the Hindustan Photo Films factory at Ootacamund, Madras State. The $16 million Government of India undertaking is the first plant to produce film in India. Production is expected to be two million square meters of positive black and white film in 1967 and 2.6 million square meters in 1968. Presently no color film is being produced.

Earnings from the export of Indian films in 1966 were estimated at 10 to 15% less than in 1965, due to the devaluation of the rupee in June 1966 from 21 cents to 13.33 cents. The market abroad for Indian films is growing and export earnings are expected to be higher in 1967.

Hong Kong trading firm is denied U.S. export rights

The New World Ltd. of Hong Kong, an importer of fine chemicals, surgical instruments and other commodities, has been denied U.S. export privileges indefinitely, for failure to account for the disposition of goods received from the United States.

The sanctions are effective immediately, and will remain in force until the respondent has furnished information called for by the Commerce Department's Bureau of International Commerce.

New World is known to have received under validated license five shipments of commodities from U.S. suppliers, for ultimate destination at Hong Kong.

BIC is conducting an investigation to determine if the goods were reexported to unauthorized destinations, or traded in violation of U.S. export regulations.

The Hong Kong concern has failed to answer questions about their disposition.

All export licenses in which New World has an interest are cancelled, and the concern, its agents and employees are denied all privileges of participating directly or indirectly in any transaction involving commodities or technical data exported from the United States.

The U.S. export regulations provide that, without authorization from the U.S. Department of Commerce, no person may trade in commodities or technical data exported from the United States, with a party he knows has been denied U.S. export privileges.

Indonesia to import U.S. machinery, raw materials, parts

Country's stabilization program gets U.S. import-financing aid

Indonesian imports from the United States of machinery, essential spare parts and raw materials required to meet the country's minimum needs will be financed by a $15 million loan by the Agency for International Development.

It is expected that the loan will sustain the momentum of an economic stabilization program being conducted by the Indonesian Government with the assistance of the International Monetary Fund. An AID loan of $10 million which was authorized in April followed a number of stabilization measures to curb inflation.

Both of the U.S. loans are part of a commitment made by this country in Amsterdam last February at a meeting of the Inter-Governmental Group of Indonesia. At that time the United States agreed to provide up to one-third of the expected total contributions of $200 million in import-financing assistance required by Indonesia's stabilization program.

The figure was set at Amsterdam as an external assistance target by the Inter-Governmental Group which is composed of the IMF, the World Bank, the Asian Development Bank, the Organization for Economic Cooperation and Development, the United Nations Development Fund, and the following nations: the United States, United Kingdom, France, Germany, Japan, the Netherlands, Belgium, Australia, and Italy. The major donors, besides the United States, are Japan, Germany, and the Netherlands.

The U.S. loan is to be repaid in dollars over 25 years, including a seven-year grace period.

Certificates of origin available on some imports

The Office of Foreign Assets Control, U.S. Treasury Department, has announced that certificates of origin are available on duck feathers and processed human hair (wigs, etc.) from Singapore and on preserved quail eggs from the Republic of China (Taiwan). These commodities may be imported into the United States directly, or on a through bill of lading.

U.S. private firms' ventures in India insured for risks

Four American private firms will construct plants and expand operations in India as a result of guaranties on investments issued by the Agency for International Development.

The U. S. investors are:

Rohm and Haas Co., Philadelphia, which is investing $5.5 million in Modipon Ltd., at Modinagar, India, a joint venture with Indian interests, which will construct and operate a nylon fiber plant with expected employment of 500 workers.

Goodyear Tire & Rubber Co., Akron, Ohio, which has invested $1,575,000 in machinery and equipment exported from the United States in Goodyear India Ltd., to increase the tire and tube manufacturing capacity of the Calcutta plant. Goodyear also entered a technical assistance agreement with the Indian firm.

Johns-Manville Corp., New York, which entered a technical assistance and patent rights agreement valued at $170,000 with Johns-Manville India Ltd. to assist in operation of an asbestos cement pipe plant at Sanatnagar, Hyderabad, India. This production will help meet India's pipe requirements for potable water and sanitation services.

The Frick Co., Waynesborough, Pa., which made an additional investment of $102,000 in Frick India Ltd. to expand production of refrigerating and air-conditioning equipment by the plant at Faridabad, Haryana. A technical service agreement also was made with this investment.

Types of protection offered U.S. investors under AID's specific risk guaranty program include insurance against currency inconvertibility, expropriation of property, and war damage. More than $100 million in investments in India have been guaranteed under coverages totaling more than $315 million.

Morocco chain motel project spurred by AID guarantee

A private U.S. firm plans to invest in a chain of eight motels in Morocco, a project expected to boost the North African nation's foreign exchange earnings through tourism.

The U.S. Agency for International Development is assisting with an extended risk guaranty to Ramada International Inc. The "all-risk" insurance covers one-half of the U.S. firm's $780,000 equity investment in a Moroccan company, Ramada Maroc S.A., which will own the motels.

The motel chain is being financed by a loan from the Government of Morocco and the equity investments in Ramada Maroc by the U.S. firm and Moroccan interests.

U.S. goods to be purchased

The U.S. economy will benefit directly from exports of an estimated $1.7 million worth of materials and equipment to be purchased for the motel project during the 18-months construction period—an amount greater than the U.S. investment in the project.

The eight motels will consist of 60 guest units each plus other facilities. The motels will be in these cities: Tangier, Fez, Marrakech, Beni Mellal, Agadir, Ksar es Souk, Ouarzazate, and Casablanca.

Engineering design and construction of the motels will be carried out by Northeast Construction Managers of Morocco, S.A., a new company affiliated with Northeast Construction Managers Inc., of Syracuse, N.Y. Ramada International, with headquarters in New York City, will operate the motels under the technical guidance of Ramada Inns, Inc., which operates a chain of motels across the United States.

The Moroccan motel project is a direct outgrowth of an AID-financed study by the Porter International Co., Washington, D.C., concerning investment opportunities in the North African nation. The motels are intended to attract tourists, primarily from Europe, besides stimulating growth and employment in tourist-related industries.

Uniroyal undertakes agricultural improvement program in Liberia as part of AID development plan

Company supplies management and technical personnel; AID provides loan, specialists, for farm experiment

Uniroyal, Inc. (formerly known as the U.S. Rubber Co.), is undertaking a three-year experimental agricultural program in Liberia to develop knowledge about tropical farming, with assistance from the Agency of International Development.

The project will include the production of rice, soybeans, legumes and cattle ranching and will be carried out on Uniroyal's 800,000 acre plantation in Grand Bassa County, north of Monrovia.

In recent years, Liberia has had to import a large percentage of its basic food requirements. The country is handicapped by extended periods of rain followed by drought, as well as poor soil and inadequate storage facilities.

Under the contract, AID will pay Uniroyal $375,000 to cover calendar year 1967 operations, and provide assistance with a team of AID agricultural technicians and specialists from other government and non-government sources. The rubber company will provide management and technical personnel and assume operational responsibility.

This is an example of the new program of agricultural development in Africa which AID is entering as one aspect of its War on Hunger. In the past, AID has relied primarily on institutional education, research and extension. Because this has achieved only minimal progress, the revised approach will take advantage of the economies of scale, tieing in processing and marketing, and placing agriculture in all its phases on a profit-oriented basis.

After consultation with African officials, AID decided on a vertically integrated, large unit approach that would call on the technical and managerial experience of American companies. AID's intention is to combine size, technology and the desire for a healthy profit. More specifically, it hopes to bring together crop and animal production, processing, distribution and marketing under one corporate framework with American firms providing technology and management and participating in the ownership.

In addition to Liberia, AID's program involves nine other African countries: Ethiopia, Ghana, Kenya, Morocco, Nigeria, Sudan, Tunisia, Uganda and Tanzania.

The program contains three phases. First, a preliminary study or review is conducted to determine if, on technical grounds, a detailed study is warranted and if a form of arrangement exists compatible with the interest of profit-oriented companies and the domestic political situation in the particular country. The preliminary study is 100% grant financed by AID on an expense without fee basis.

The second phase is a detailed study similarly 100% grant financed by AID, but with the grant converted to a loan repayable from profits should an investment materialize.

The third or investment stage is eligible for liberal AID financing with terms designed to enable a rate of return attractive to investment in Africa.

Following are examples of the type of programs aid is seeking in the African countries:

Ethiopia—joint ventures in livestock or crop production; production of citrus, oil seeds and cotton under irrigation; dry-land production of wheat and oil seeds.

Ghana—production of livestock, rice and sugar; oil palm, citrus and pineapple for export; integration of processing plants for processing animal products, canning fruit and vegetables and for manufacturing fiber products, with production facilities and market outlets.

Kenya, Tanzania and Uganda—livestock production processing and marketing; production and processing of fruit, vegetables and oil seeds; and processing and manufacturing of fibers.

Morocco—production of fruits and vegetables under irrigation for export; processing and marketing of citrus and apricots; development of integrated small grains, feed crops; poultry and livestock production, processing and marketing; joint venture for commercial seed productions, such as wheat, corn, sorghum.

Nigeria—tree crop agriculture (oil palm and rubber), rice, fiber (kenaf), fruit (pineapple and citrus), livestock.

Sudan—livestock production, processing and marketing; vegetable and fruit production.

Tunisia—production, processing and marketing of fruits and vegetables; processing and marketing of citrus and apricots; development of small grains, feed crops, livestock production.

Further information can be obtained from: Norman R. Vander Clute, Director; Office of Private Enterprise, Bureau for Africa; Agency for International Development; Washington, D.C. 20523. Telephone 202 DU-3-7853.

Near East travel curbs modified

On June 21, the United States Government lifted its June 5 restrictions on travel by American citizens to Israel, Kuwait, Morocco, Saudi Arabia, and Tunisia.

The restrictions, imposed to protect the safety of U.S. citizens, are still in force in the following countries: The U.A.R., Algeria, Iraq, Jordan, Lebanon, Libya, the Sudan, Syria, and Yemen.

However, U.S. citizens desiring to travel to the nine countries can do so if their passports are specifically endorsed for such travel by the State Department, as being in the best interest of the United States which includes travel for important business purposes.

Special endorsement is not needed for travel to the holy places in Jerusalem and Bethlehem, but continued to be required for other Israeli-held portions of the U.A.R., Jordan, and Syria.

Colombian telecommunications agency will improve and expand its service

Projected $27.6 million work includes installation of micro-wave systems interconnecting principal cities, and automatic equipment

The World Bank has approved a loan equivalent to $16 million to Empresa Naciona de Telecommunicaciones (TELECOM) of Columbia to help finance its 1967-70 improvement and expansion program, with major emphasis on improving TELECOM's national long-distance telephone service.

Total cost of the program is estimated at the equivalent of $27.6 million. The foreign exchange requirements of $19.7 million will be covered by the $16 million World Bank loan and suppliers' credits of $3.7 million. TELECOM will finance the local currency costs from its own resources. All contracts financed by the Bank loan are being awarded on the basis of international competitive bidding.

TELECOM is a government enterprise which provides almost the entire long-distance public telecommunication services of Colombia and all the international services; it also furnishes local telephone service in 350 small localities. The telephone networks of the larger cities are owned and operated by municipalities and are connected to TELECOM's long-distance system.

The existing system has become inadequate for this traffic; the number of calls has more than doubled since 1960, averaging an annual increase of 15%. Nearly half the calls were for purposes of commerce and industry.

The 1967-70 program provides for the installation of new high-capacity micro-wave systems interconnecting the principal cities, short coaxial and voice frequency cable systems, and the recovery of the existing VHF radio equipment and its reinstallation on routes with less traffic.

With the increase in the number of long-distance circuits, a corresponding increase will be made in the links between terminals and the local telephone offices of the municipalities; this will be mainly automatic equipment to provide direct dialing. Some of the small manual exchanges in the towns where TELECOM provides local service will be converted to automatic operation and the corresponding outside networks enlarged to provide for growth.

To improve international service, TELECOM will install five additional high frequency radio transmitters and accompanying equipment, each with four telephone circuits; it will also establish a new receiver station some 30 miles from Bogota at a site less subject to interference. The program includes some improvements in telegraph and telex services.

The program will be executed by TELECOM with the technical assistance of its consultants. Specifications for the major construction works, such as the micro-wave systems and coaxial cable, include provisions that the equipment suppliers will provide maintenance during the initial period of operation and train TELECOM's maintenance staff.

World Bank financing will aid fertilizer plant for India

First venture in this field for IFC; others will join

The International Finance Corporation has announced the completion of financing arrangements for a $82.5 million fertilizer plant being established in India under the sponsorship of Imperial Chemical Industries Limited, one of the world's leading chemical companies. Investors in the United Kingdom, India and Japan are joining in the financing.

The World Bank affiliate is investing a total of approximately $11.5 million in equity and loan capital in the project, the first fertilizer operation in India to receive IFC financing. Previous commitments have been made in alloy steels, textile machinery, electrical cables, ball bearings and pumps.

The company is to receive credits amounting to the equivalent of $10.5 million to cover the purchase of equipment in Japan.

Technical management for the project will be provided by Imperial Chemicals, which will also supervise plant construction and the start-up of operations.

Increased use of fertilizer is a key element in the present drive by India to expand food output through more intensive agriculture. The Government has made a number of concessions to attract foreign private capital in order to stimulate greater local fertilizer manufacture and has stepped up imports of fertilizer to meet immediate needs.

The new plant, to be located near Kanpur in Uttar Pradesh, is being integrated into an established company, Indian Explosives Limited (IEL), which was formed in 1954 by ICI with the participation of the Government of India. In addition to IFC's subscription, equity capital to finance the fertilizer project is being provided by ICI and the Indian Government as well as through an offering of shares to the public in India. The balance of the loan capital will be provided by a group of Indian financial institutions, headed by the Industrial Development Bank of India, and in the form of Japanese suppliers' credits.

Using naphtha supplied by a 450-mile pipeline from the Indian Oil Company refinery at Barauni in Bihar, the new plant will have an annual production capacity of 450,000 metric tons of urea (200,000 metric tons of nitrogen) and is expected to go into commercial production late in 1969.

The Kanpur plant is the first major private sector project to go forward in the current program to increase Indian fertilizer output. While the use of fertilizer in the country is at present small, it has been rising sharply over the past decade.

In order to increase local food production in line with the projected growth of India's population, consumption of nitrogen fertilizers will have to rise from an estimated 1 million metric tons of nitrogen in 1966/67 to approximately 2.4 million metric tons by 1970/71. Despite anticipated increases in local plant capacity, it is expected that India will continue to rely heavily on imports to satisfy its needs.

Congo (Kinshasa) relaxes import controls, devalues currency

New economic stabilization program allows foreign investors to repatriate profits after taxes earned in 1968

The Government of the Democratic Republic of the Congo announced on June 24 a sweeping economic stabilization program that includes a deep devaluation of the Congolese franc and considerable liberalization of the country's stringent system of import controls. At the same time the Kinshasa Government reported that for the first time since independence foreign investors will be allowed to repatriate profits after taxes earned in 1968.

The exchange rate for the Congolese franc was cut from 150 to the dollar buying and 180 to the dollar selling to a new single rate of 500 Congolese francs per dollar for all transactions. A new currency called the zaire will be issued to replace the Congolese franc at a ratio of 1:1000 and will be worth US$2; the zaire will be divided into 100 makutas and each makuta, in turn, into 100 sengi. No time limit was given for the exchange of francs into the new currency.

Foreign suppliers should benefit

Foreign suppliers should benefit from the abolition of both the cumbersome import quota system and the requirement calling for a 40% deposit prior to issuance of an import license, although licenses must still be validated by the National Bank of the Congo and the full monetary value of the license deposited by the importer at the time of validation.

It is understood that certain, unspecified imports will be banned in order to protect local industries and that certain items will be set aside for exclusive importation by Congolese.

The Government's actions also will help to create a more attractive investment climate. Removal of restrictions on profit repatriation will eliminate a major obstacle to foreign investment. The higher official price of foreign exchange is expected to improve the terms of trade for export industries and make the products of domestic manufacturers more competitive with imported goods.

The Government expects to supplement a hoped-for expansion in foreign private investment with a modest financing of priority public investment to be made possible by transferring funds from the ordinary budget. Receipts will be augmented by increased taxes anticipated from export-stimulated companies.

Incentive for cash crops

A major objective of the monetary reform is to help revive the agricultural sector of the economy by providing a stimulus to production of cash crops for both export and domestic consumption. Export revenues from this area have not risen appreciably in recent years and the Congo has become dependent on foreign producers of many agricultural goods for which the country had previously been self-sufficient. The Government hopes through a successful devaluation to increase the profitability of cash crop production and to create more attractive investment opportunities in the agricultural sector.

In other moves announced at the same time, the Government proclaimed the reinstitution of a housing allowance which will have the effect of a 40% increase in wages for civil servants at the end of 18 months, reported the merger of all Congolese labor unions into a single organization, and promulgated a new Constitution.

Investment data on three Ecuador industries available

Firms contemplating investment in Ecuador are advised that the Ecuadorian Government's Industrial Development Center (CENDES) has just issued three Spanish language summaries of feasibility studies covering alfalfa meal, African palm oil and pharmaceutical ampoules. CENDES has also recently issued its Industrial Bulletins No. 21 and No. 22 which contain information in Spanish of interest to potential investors.

Write: Centro de Desarrollo (CENDES), Casilla Postal 2321, Quito, Ecuador.

Malaysia, Singapore agree on interchanging currencies

The Governments of Malaysia and Singapore reached an agreement on June 5 on interchanging their respective currencies. Both countries, as well as Brunei, were once served by a common currency system, but each adopted its own currency system on June 12.

The arrangements require banks in each country to accept at par and without charge the currency of the other country. The currency authority in each country will accept such currency from the banks in their jurisdiction, and will repatriate it to the issuing country. The issuing country will accept such currency at par value and without charge, in sterling or another agreed upon currency.

The administrative expense of the transfer will be borne by the remitting country. A decision from the currency board in Brunei on a similar arrangement has not yet been made, but is expected soon.

Pakistan lists industries with Asian export potential

Pakistan's Investment Advisory Center has released a 157-page report covering potential Asian and Middle Eastern export markets for goods produced in Pakistan.

The study, titled "K-65-P, Investment Opportunities in Pakistan Based on Potential Export Markets in Twenty Asian Countries," identifies Pakistani industries which have a comparative advantage that would justify expansion, or totally new industries with export potential which could be created.

Although originally completed in May 1965, the report could be of value to potential U.S. investors.

Write: Investment Advisory Centre of Pakistan, P.O. Box 7534, Farid Chambers, Victory Road, Karachi, Pakistan.

Tourists spent $4 billion

A record number of U.S. residents spent over $4 billion in 1966 on travel expenses in foreign countries and for transoceanic transportation, according to detailed Commerce Department estimates. The combined expenditures were 8% more than in 1965, the Department's Office of Business Economics noted.

Turks add to proposals

U.S. Mission reports on 66 Istanbul firms in second listing

The great interest of Istanbul companies in joint ventures and licensing arrangements with U.S. firms is reflected in these 66 investment opportunities initiated by the recent U.S. Trade and Development Mission to Turkey.

This is the second listing of Turkish proposals; the first, with 64 proposals, was reported in INTERNATIONAL COMMERCE, June 19, pages 32-36.

The diverse opportunities range from proposals to manufacture brake linings, porcelain products and agricultural chemicals to the processing of pineapple and other fruits, and the mining of zinc. Istanbul entrepreneurs also seek technical assistance and management expertise in the hotel and motel field.

To permit quick reference by U.S. companies, proposals are listed in numerical sequence by Standard Industrial Classification number. Firms interested in following-up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with a foreign firm or with the Bureau of International Commerce. The identifying number is listed immediately after the address of the foreign firm.

0120 Fruit, vegetable production

Reported to be Turkey's largest textile company, this 900 employee firm seeks a joint venture and license to develop 2,800 acres of farm land for the production of peaches, apples, prunes, vegetables, and in particular watermelons. The products would be processed, canned and distributed on both the domestic and export market.

The firm wants to utilize modern agricultural methods and seeks technical know-how in this area from a U.S. company. Financial participation is not asked of a U.S. firm.

Write: Akfil, Osmaniye, Bakirkoy, Istanbul, Turkey. IR-0315.

0122 Fruit farms

An importer of automobiles and industrial engines is interested in a licensing or technical know-how agreement to commercially grow, process, package and market pineapples and avocados in Turkey, the European Common Market and the Middle East.

The firm says it has the financial resources to handle all commitments involved in such an operation.

Write: Balcilar Ticaret Koll. Sti., Sarampol Cad. Balcilar Is Hani, Antalya, Turkey. IR-0289-X.

0192 Mushroom growing, packing

A mushroom producer seeks a joint venture with an experienced U.S. firm to modernize its entire operation. This would include the growing, processing, packaging and marketing of mushroom products.

Particularly sought of a U.S. participant is additional equipment. The Turkish firm is also interested in receiving technical assistance to improve its mushroom spawn system.

Write: "VIVO" mantar, 5 yol Safrakoy depo Pakden Bakirkby, Istanbul, Turkey. IR-0304-X.

1031 Lead, zinc mining

A machinery importer seeks a joint venture with an experienced U.S. mining company to exploit zinc and lead deposits. The Turkish company claims to own a 50-year concession on 5,000 acres and exploration rights on an additional large area.

Requested of a U.S. company is technical assistance, machinery equipment and/or capital to be matched by Turkish investment. According to the Istanbul concern, the deposit contains 150,000 tons of lead and zinc.

Write: Mehmet Kavala, Nesli Han Karakoy, Istanbul, Turkey. IR-0319-X. WTD.

2011 Meat packing

Established in 1966, a small veterinary medicine firm seeks a joint venture and licensing agreement with a major U.S. meat processor that also operates its own breeding farm.

The Turkish company wants to use the latest techniques for breeding, slaughtering, processing and packaging meat. The products would be distributed in the domestic market and exported to the EEC and the Middle East.

Write: Hayvancilik Endustrisi A.S., Kabatas Apt., Istanbul, Turkey. IR-0314-X.

2015 Poultry production

Engaged in broiler production, this Istanbul concern seeks a joint venture to establish a modern enterprise to raise and process broilers, to include frozen products.

The poultry would be prepared for both the export and domestic market. The Turkish company is also interested in a franchise agreement with a U.S. barbecue equipment manufacturer.

Established in 1960, the Istanbul firm employs about 15 persons.

Write: Paktavuk Ltd. Sit, Kadikoy, Sogutlucesme Hasanpasa Mah No. 12, Istanbul, Turkey. IR-0376-X.

2033 Canned fruits, vegetables

A cotton firm seeks a joint venture to establish a plant to process, package, can and bottle citrus and vegetable products for both the domestic and export market. It is also interested in exploring the possibilities of a poultry venture. The Turkish firm says it could furnish the required capital.

Write: Musa Atay ve Ogullarikollektif Sti, Mahmutpasa, tarakcilar Caddssi No. 27, Istanbul, Turkey. IR-0341-X.

A joint venture or licensing arrangement with a major U.S. food canning company is sought by a pharmaceutical firm.

The Turkish concern is interested in establishing an enterprise to grow, process and package citrus products.

Established in 1960, the Istanbul concern reportedly has about 260 employees.

Write: Deva Sanayi ve Ticaret A.S., Tunel Kazevici Sok 19 Beyoglu, Istanbul, Turkey. IR-0344-X. WTD.

An Istanbul exporter seeks a joint venture with a U.S. firm to produce apple juice and marmalade. The entrepreneur claims to own an orchard with a minimum production of 10,000 tons of apples per year.

Write: I. Ates, Halaskargazi Cad. 339, Ferit Apt. 5—Sisli, Istanbul, Turkey. IR-0390-X.

2037 Frozen fruits, vegetables

This fruit and vegetable canner proposes some form of licensing or joint venture arrangement with an experienced U.S. firm to process and pack frozen foods. It would also be interested in freeze-drying. Founded in 1892, the Turkish firm currently has 150 employees.

Write: Konservecilik T.A.O., 54 Ayvansaray C. Fener, Istanbul, Turkey. IR-0371-X.

2043 Cellophane
2052 Crackers

Established in 1946, this producer of cookies and crackers currently employs 400 and is interested in a joint venture to expand its operations. The firm is also interested in some form of joint venture or licensing arrangement to establish cellophane converting facilities for its own use and for sale to other companies.

Write: Ulker Biskuvi Cikolata Sekerleme Fabrikasi, Topkapi, Davutpasa Cad. No. 28, Istanbul, Turkey. IR-0372-X.

2044 Rice milling

This rice milling firm seeks a joint venture

with an experienced U.S. rice company to improve and upgrade its entire operation including the raising, processing, packaging and marketing of bulk and packaged rice for both domestic consumption and export. It is also interested in the processing of rice bulks for animal food or fertilizer.

Established in 1956, the concern has about 20 employees.

Write: Genel Caltek ve Zahire Kurtuma Fabrikkasi Ltd. Sti, Murselpasa Cad. No. 46 Fener, Istanbul, Turkey. IR-0343-X.

2051 Bread

A graduate in business administration from a U.S. college with subsequent practical experience in Turkish bakeries, this entrepreneur proposes the establishment of a 12,000 loaves per day bakery. He estimates total cost of the facilities at $75,000 and has written a detailed outline of the proposed project. He seeks some form of collaborative arrangement with a U.S. investor to get the venture going.

Write: Mr. Munir Aytun, Spor Caddesi 94/3 Besikas, Istanbul, Turkey. IR-0363-X.

2052 Baked snack foods

Employing 300 in its facilities, this manufacturer of macaroni products is interested in a licensing venture agreement to make such snack foods as pretzels, potato chips and crackers.

Write: Besin Maddeleri Sanayii A.S., Davutpasa Cad. 107, Topkapi, Istanbul, Turkey. IR-0370-X.

2281 Yarn mills

A distributor of cotton cloth products seeks a joint venture to establish a textile complex to weave, print and finish yarn.

The Turkish firm claims to have over $7 million to invest in the project. It was established in 1930 and has 5 employees.

Write: Fehmi Asaboglu ve Ort. Koll. Sti., Mahmutpasa Cad. Buyuk Corapci Han 13, Istanbul, Turkey. IR-0321-X.

2296 Tire cord

An entrepreneur, claiming to be a principal shareholder in four manufacturing concerns, proposes a joint venture to establish a plant for making tire cord in Turkey. Total cost of the project is estimated at $12 million, of which a U.S. investor would be asked to put 'up $4 million in return for equity.

Write: Alp Rahmi Karadavut, Asirefendi Cad. Alyanak Han Kat 3, Istanbul, Turkey. IR-0365-X.

2300 Outer garments

A license or joint venture to mass produce men's, women's and children's outer garments is sought by a clothing firm.

The company particularly needs technical information about plant size, equipment and the production program necessary to undertake large scale manufacture of these products.

Established in 1945, the firm has approximately 150 full time employees and seasonal employment will reach 500.

Write: Dogu Konfeksyon Evi, Sultanhamam, Vasif Cinar, Istanbul, Turkey. IR-0310-X.

A leading manufacturer of men's and women's garments, excluding dresses, seeks a joint venture and is particularly interested in obtaining improved technical production methods.

Established in 1939, the firm has around 45 employees.

Write: Mithat Giyim Muessesesi, Sultanhamam, Hacopulo Han No. 42, Istanbul, Turkey. IR-0352-X.

With 40 years experience in the production of men's and women's clothing, this firm proposes a joint venture to establish a facility for the production of men's clothing.

Sought of an experienced U.S. firm is an undisclosed capital investment, equipment and technical assistance.

Plans call for the annual production of 1 million raincoats, 2 million pairs of trousers and 1 million suits, all in the medium price range.

The company has approximately 25 employees.

Write: Tahir Cebi (Mensucat Magazasi), Sultanhamam Katircioglu Han No. 34-36, Istanbul, Turkey. IR-0279-X.

2641 Paper and metal coatings

A firm engaged in the coating of paper cartons with wax seeks technical information on uses of wax coatings in the food industry. It is also interested in licensing agreements covering additional related processes.

The company was established in 1934 and has around 20 employees.

Write: Avram Dana Ogullari Koll. Sti., Asirefendi Cad. Cemal Nadir Sok. 28/D, Istanbul, Turkey. IR-290-X.

2731 Book publisher

A publisher and printer of children's books seeks a joint venture and license to expand its operation. The company is interested in the translation of books into Turkish, with copyright provisions. It also wants to purchase encyclopedia, maps, charts and other general teaching material.

A U.S. firm is asked to furnish offset printing machinery in return for 50% equity in the enterprise. The Turkish company believes there is a good market for teaching materials in such countries as Iran, Pakistan and Lebanon.

Established in 1946, the firm employs around 48 persons.

Write: Ramazan Gokalp Arkin, Bir Yayinev Anakra Cad. 60, Istanbul, Turkey. IR-0257-T.

2816 Lead and zinc oxides

A manufacturer of storage batteries and red lead pigments proposes a joint venture to produce 12,000 tons of lead and 8,000 tons of zinc oxides from ores said to be available in Turkey.

Asked of an experienced U.S. company is machinery, technical know-how and possibly financial participation to be matched by Turkish capital investment.

The concern was established in 1954.

Write: Salim M. Dogu-Kent Akumulator ve Malzemeleri Sanayii, Harbiye Halaskargazi Cad. 47, Istanbul, Turkey. IR-0354-X.

2818 Monosodium glutamate

A physician seeks a license or joint venture to process and package monosodium glutamate.

Write: Professor Dr. Minir Turkent, Tepebasi No. 143/1, Istanbul, Turkey. IR-296-T.

2821 Polyester resins

A manufacturer of buses, trucks, and automobiles seeks a license to produce polyester resins. The company is also interested in the production of fibre glass matting.

Established in 1960, the concern claims to have approximately 1,200 employees.

Write: Ostonsan, Kadikoy, Istanbul, Turkey, IR-0275-X. WTD.

2834 Pharmaceuticals

Established in 1941 and reported to now have around 900 employees, this pharmaceutical manufacturing concern seeks licensing arrangements to produce additional pharmaceutical products. The firm claims to already have a licensing arrangement with one U.S. drug manufacturer.

Write: Eczacibasi Ilaclari Ltd. Sirketi, Levend, Istanbul, Turkey. IR-0368-T. WTD.

2870 Agricultural chemicals

This manufacturer of worsted textiles seeks a joint venture on a 50-50 basis to establish a $5.5 million plant to produce agricultural chemicals.

Write: Konya Kumas Koll. Sti., Gurun Han Kat 2 No. 206, Istanbul, Turkey. IR-0386-X.

3011 Tires, tubes

This manufacturer of camelback and recapper of tires seeks a license and technical assistance to make tires and tubes for bicycles, motorcycles and scooters. The firm reports it has the major portion of necessary equipment for the project already available. It contemplates an annual production of 200,000 bicycle tires and tubes and 60,000 motorcycle and scooter tires and tubes.

The firm is also interested in a joint venture to make automotive tires and is willing to match U.S. investment in the venture. It would need manufacturing equipment and technical know-how.

Founded in 1959, the firm is reputed to have 110 employees at present.

Write: Dogan Lastikcilik Sanayi ve Tic. A.S., 4 Levent, Istanbul, Turkey. IR-0359-X.

3229 Glassware

Established in 1949, a wholesaler of porcelain and glassware seeks a joint venture and license to manufacture ovenware and unbreakable glassware.

Requested of a U.S. firm is technical assistance and possibly financial participation.

The Turkish company reportedly represents a major U.S. glassware manufacturer.

Write: Kristal Ticaret T.A.S., Tahtakale Cad. No. 13, Istanbul, Turkey. IR-0282-X.

A license or similar arrangement to manufacture glass insulators for low tension electric wires is sought by a firm of electrical contractors. The Turkish company claims the necessary production facility is under construction.

In addition, the Istanbul concern is interested in representing a U.S. manufacturer of industrial electric component parts for high tension wire systems on an exclusive basis.

The firm was established in 1960 and has approximately 160 employees.

Write: Emek Muhendisler Koll. Sti, Sair

Ziya Pasa Cad. 70 Zekai Han 16-19 Karakoy, Istanbul, Turkey. IR-0377-X.

3292 Brake linings

A license or joint venture to produce brake linings is proposed by an Istanbul importer of automotive and industrial equipment. The firm is also interested in producing oxide shafts and purchasing gear blanks for automotive, replacement parts.

Established in 1957, the company has around 15 employees.

Write: Ithalat Koll. Sti. M. Kalaora & Co. Sirkeci Nobethane Cad. Kum Meydani 2, P.O.B. 1018, Istanbul, Turkey. IR-0276-X. WTD.

3321 Cast iron products

Established in 1947, this producer of such iron and non-ferrous castings as water pipe and large valves for city water mains seeks a joint venture with a U.S. firm.

A U.S. company is asked to supply machinery for finishing castings, including radial drills, universal boring mills and planers. The Istanbul firm, which employs about 30, claims there is an increasing demand for these castings, as new water mains are being installed in various Turkish cities.

Write: Ferhat Kocaballi-Dolum Sanayii, Imrahor Cad. Kagithane Yolu No. 40 Halicioglu, Istanbul, Turkey. IR-0274-X.

3330 Smelting, refining of metals
3692 Batteries

A joint venture to expand operations is sought by a firm engaged in battery manufacturing and the smelting and refining of lead, zinc and antimony ores into metal for distribution in the domestic market.

Requested of a U.S. participant is an investment of around $5 million, plus technical know-how.

Founded in 1922, the firm reportedly has approximately 1,100 employees. It established its battery operation in 1954.

Write: Mutlu Battery Factory, Kartal, Turkey. IR-0256-X. WTD.

3350 Rolling of metals

A producer of heaters seeks a joint venture to expand its activities into the rolling of light gauge aluminum and copper tubing to ¾". The tubing would be used in the manufacture of domestic and industrial air conditioners and heating equipment.

Requested of a U.S. company is an investment of $1.9 million in the form of machinery, equipment and some capital. The Turkish concern would contribute its current facilities plus capital.

Established in 1963, the firm has around 100 employees.

Write: Gunterm Isi Sanayi ve Ticaret Ltd. Sti., Isci Sigortalari Han K. 37/A-Findikli Istanbul, Turkey. IR-0287-X.

3351 Brass pipe

A joint venture to expand production is sought by an extruder of brass pipe. The firm is particularly interested in obtaining modern equipment to enable it to increase weekly production from 10 to 50 tons.

Established in 1962, this company has approximately 50 employees.

Write: Mino Sunayii Koll. Sti., Edirnekapi sehitlik Arkasi Rami, Istanbul, Turkey. IR-0327-T.

3361 Aluminum utensils

A joint venture on a 50-50 basis to manufacture aluminum kitchen utensils, construction and packaging materials, tables and chairs is proposed by a worsted textile producer.

Estimated cost of the plant, to be located in Kenya, is $4.5 million.

Write: Konya Kumas Koll. Sti., Gurun Han Kat 2 No. 206, Istanbul, Turkey. IR-0385-X.

3423 Files

A joint venture or license to produce all types of files is sought by an Istanbul manufacturer of drills, taps and saws.

Requested of a U.S. concern is technical assistance, equipment an possibly capital investment.

The company has around 250 employees and was established in 1959.

Write: Makine Takim Endustrisi A.S., Tunel Cad. 18, Istanbul, Turkey. IR-0349-X. WTD.

3443 Liquefied gas tanks

A joint venture to expand production of liquefied petroleum gas tanks is sought by this company. The firm manufactures 4,000 tanks a week and claims demand is steadily growing. It wants to increase weekly production to 10,000 tanks.

To modernize and expand facilities, between $350,000 and $500,000 is asked of a U.S. firm.

The Turkish concern also makes presses, cutting machinery and rolling equipment. It was established in 1962 and has around 260 employees.

Write: Harun Cam Koll. Sti., Edirnekapi Sehitligi Arkasi Rami, Istanbul, Turkey. IR-0330-Xb. WTD.

3444 Sheet metal fabrication

An importer of air-conditioners and manufacturer of builders' hardware items proposes some form of licensing or joint venture arrangement to make air conditioner mounting frames and fabricate the necessary

LICENSING ARRANGEMENTS with U.S. drug manufacturers are sought by Turkish firms with laboratories like this to produce other pharmaceutical products.

sheet metal components. It would import such items as compressors, blowers, evaporators and condensers, for local assembly into completed units.

Write: K. Malhas Halefi Ara Malhas, Kurekciler Cad. 23-7 Galata, Istanbul, Turkey. IR-0389-Xb. WTD.

3452 Nuts, bolts, screws

A manufacturer of nuts, bolts and screws seeks to produce these items under a license or joint venture with a U.S. company.

The Turkish firm is said to be progressive and have a good sales record. It was established in 1953 and employs around 15 persons.

Write: Aks Kollektif Sti, Taksim Topcu Cad Sahane Apt Alti No. 3/2, Istanbul, Turkey. IR-0379-X.

3461 Porcelain products

An importer of porcelain ware seeks a joint venture to establish a porcelain plant in Istanbul.

The Turkish firm can furnish $200,000. According to the company, porcelain ware can no longer be imported into Turkey, and there is only one plant in operation at the present time.

Write: Porselen Ticaret, Sabuneu Han Cad., 66-68 Ketenciler, Istanbul, Turkey. IR-0324-X.

3499 Magnets

This manufacturer of such builder's hardware as aluminum sliding door channels and importer of air-conditioners proposes a joint venture or licensing arrangement to establish a magnet manufacturing operation. Plans call for selling the product to radio and television manufacturers and to firms requiring magnetic door-pulls, etc.

Write: K. Malhas Halefi Ara Malhas, Kurekciler Cad. 23-7 Galata, Istanbul, Turkey. IR-0389-Xa. WTD.

3522 Agricultural equipment

Established in 1932, this manufacturer of presses, heavy road milling equipment and cutting machinery seeks a joint venture and license to produce agricultural equipment. The firm is particularly interested in making automatic seeding or planting machinery.

A U.S. investor is requested to supply between $350,000 and $500,000 for plant expansion and modernization. The firm has land available for use in the expansion.

Write: Harun Cam Koll. Sti., Edirnekapi Sehitligi Arkasi Rami, Istanbul, Turkey. IR-0330-Xa. WTD.

A joint venture or license to produce automated chemical sprayers for gardens and farms is sought by this manufacturer of kerosene lanterns, insect hand sprays and electric irons.

The Turkish firm would produce as many parts as possible and import others from the U.S. licensor. Starting the business in 1950 with 10 employees, the company now employs about 300. Its products are sold throughout Turkey through distributors.

Write: Levent Fabrikasi-Aron Levent ve Ortagi Koll. Sti., Tahtakale, Deveoglu Yokusu, No. 34, Istanbul, Turkey. IR-0294-X.

3552 Textile machinery parts

A joint venture to establish a plant to produce textile machinery repair parts is proposed by an Istanbul exporter of carpet wool and mohair.

Reportedly, a partner in the Turkish firm has a degree in mechanical engineering and is acquainted with the textile equipment field. The concern is prepared to invest some capital, land and buildings. Such parts as spindles, rings, sewing needles, yarn guides, and brushes would be produced in the proposed facility.

The firm claims there is a good domestic demand for these replacement parts which are not currently manufactured in Turkey.

Write: Sakir Kinaci Ortaklari Tic. Ltd. Sti., Sirkeci, Liman Han 15/17, Istanbul, Turkey. IR-0272-X. WTD.

3562 Ball bearings

A joint venture to establish a roller and ball bearing plant is sought by this importer of earth moving equipment. The firm also grows cotton and wheat.

The Turkish company says it would contribute a minimum of 51% of the necessary capital. Bearings would be marketed domestically and exported to the Middle East.

Established in 1925, the company is capitalized at $1.5 million and reports annual sales of $7 million. Its sales area covers all of Turkey.

Write: Sureyya Yaltir, Aksu Han No. 504-505 Karakoy, Istanbul, Turkey. IR-0322-Xb.

3636 Sewing machines

This firm, established in 1957, employed over 300 making sewing machines prior to 1960 but employment is now down to 80. The firm is interested in a joint venture with an experienced U.S. company. It claims its plant occupies 6500 square meters on a 25,000 square meter site and needs a capital infusion of around $500,000 to bring the plant to its full capacity of about 400 sewing machines a day.

Write: General Dikis Makinalari Fabrikasi, Maltepe 29, Topkapi, Istanbul, Turkey. IR-0357-X. WTD.

3651 Television receiving sets

A license to assemble television receiver sets is sought by this wholesaler and retailer of refrigerators and appliances.

A U.S. licensor is asked to supply technical assistance and the necessary parts.

The Turkish company has about 7 employees and was established in 1964.

Write: Ismet Turkalp, Findikzade Millet Cad. 243/A, Istanbul, Turkey. IR-0283-X.

This manufacturer of electric storage batteries and red lead is interested in some form of joint venture arrangement to assemble television receivers in Turkey when television broadcasting begins in 1968. The firm is willing to put up half of the venture's costs and would like to manufacture as many components as possible, as well as assembling chassis and cabinets.

Write: Kent Akumulator ve Malzemeleri Sanayii, Harbiye, Halaskazi cad., Istanbul, Turkey. IR-0380-X. WTD.

3692 Batteries

A manufacturer of all types of wet and dry batteries seeks a joint venture to make products which in some manner may relate to its existing facilities and technical knowledge.

The Turkish firm is interested in exploring the possibility of producing such materials handling equipment as fork lift trucks, and small cars and other vehicles operated by batteries.

It was established in 1959 and has approximately 200 employees.

Write: Eas Ebonite Ve Akumulator Samayii A.S., Yakazik, Istanbul, Turkey. IR-0334-X.

3714 Automotive wheels

A firm, engaged in the importation of earth moving equipment and the raising of cotton, seeks a joint venture and license to produce automobile and tractor wheels.

The company is capitalized at $1.5 million and claims annual sales of $7 million. It would provide a minimum of 51% of the capital required for the project. The wheels would be distributed in Turkey and exported to the Near and Middle East.

Write: Sureyya Yaltir, Aksu Han No. 504-505 Karaboy, Istanbul, Turkey. IR-0322-Xa.

3842 Sterilized cotton

A manufacturer of sterilized cotton for medical use is interested in a joint venture to increase its product line. The company wants to make such additional cotton products as gauze, swabs and balls.

Asked of a U.S. firm is an undisclosed capital investment. The Turkish company has the necessary equipment and facilities.

Established in 1935, the firm is capitalized at $400,000, reports annual sales of $225,-000, and employs approximately 60 persons. It is reported to be the largest manufacturer of sterilized cotton in Turkey.

Write: Sihhat Idrofil Pamuk ve Vatka Fabrikasi, Kazlicesme, Demirhane Cad. 151, Istanbul, Turkey. IR-0333-X.

4721 Tourist agencies

A travel agency seeks collaborative arrangements with U.S. travel agencies for the promotion of tours in and outside of Turkey.

The firm claims it has successfully promoted tours of Turkish groups to the U.S. With tourist facilities improving in Turkey, it wants to plan Turkish tours for U.S. groups. Reportedly, the firm's owner is a graduate of a U.S. university and familiar with various travel regulations.

Write: Rayrum Tur, 181 Chumhuridyst Cad, Istanbul, Turkey. IR-0338-X.

7011 Tourist motels, hotels

The owner of a 64,520 square meter tract with 280 meters fronting the European side of the Sea of Marmora, proposes a joint venture to develop the property into a tourist resort with accommodations for 2,500 tourists in 1,400 rooms. Between $1.2 and $1.5 million will be needed.

Write: Bascelik, Tersane Caddesi No. 11 Karakoy, Istanbul, Turkey. IR-0369-X.

An Istanbul entrepreneur, presently building a small motel and remodeling an older building to be used as a hotel at Bodrum, a city in southwestern Turkey, seeks a joint venture. He has also selected seven additional sites where he wants to erect similar accommodations.

The Turkish businessman can provide part of the financing and needs additional capital from a U.S. partner.

Reportedly, the current project will consist of a 24-bungalow motel, plus a hotel. It will operate on a seasonal basis.

Write: Mr. Necmi Gurmen, Gurmen, Rumeli Caddesi, Nisantas Baytar Ahmet Sok. No. 2, Istanbul, Turkey. IR-0383-X.

A quasi-government bank promoting hotel and tourist resort development seeks a joint venture with an experienced U.S. corporation.

Requested of a U.S. firm is technical assistance expertise.

The concern plans to build and operate hotels, motels and restaurants on sites in Istanbul, Izmir and Antalya.

Write: T. C. Turizm Bankasi A.S., Istanbul, Turkey. IR-0382-X.

The owner of an island in the Sea of Marmora proposes a joint venture to complete its development as a tourist resort. He claims to have over $500,000 already invested in the property. Public ferry service of six to seven trips a day to the 360-hectare island is already established. Electric power, telephone service, a water reservoir, four shops and tennis courts are claimed as being available this summer, and 40,000 trees have been planted. Roads and several restaurants. have been built.

Write: Seesuvar Menemencioglu. Bankalar Han, Karakoy, Istanbul, Turkey. IR-0364-X.

An Istanbul promoter claiming to own a 25,000 square meter site on the Sea of Marmora proposes a joint venture to develop the property as a tourist resort. He seeks technical and operational know-how and will put up the land as his part of the venture.

Write: S.A. Zalko, Karakoy Aslan Han 404, Istanbul, Turkey. IR-0356-X.

A joint venture to construct a 64-room three story motel with a restaurant and casino is proposed by this entrepreneur. Estimated cost of the project is $600,000.

Requested of an experienced U.S. firm is technical know-how and management expertise. The Turkish businessman would also consider building the motel and leasing it to a U.S. operator. He claims to have complete plans and owns the site, which is located about 20 miles west of Istanbul on a main highway.

Write: "Sinan Motel", Marpucculler, Uluca Haman Cad. 2, Istanbul, Turkey. IR-0339-X.

A hotel owner seeks a joint venture to construct a 300-room hotel in Antalya, a city located in southwest Turkey on the Gulf of Antalya.

Estimated cost of the hotel is between $1 and $2 million. The Turkish entrepreneur would supply 50% of the capital.

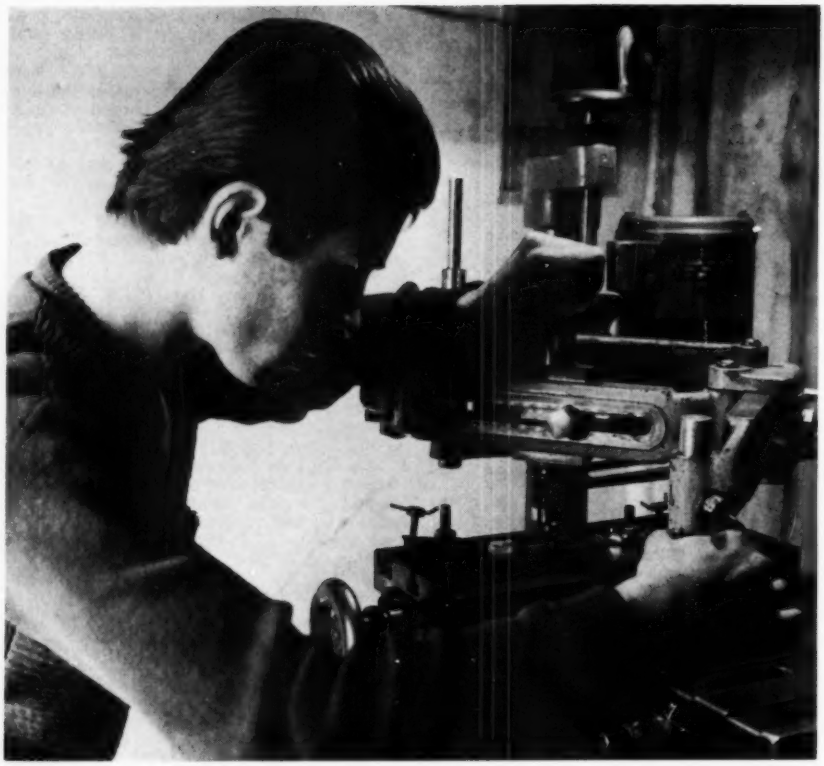
He is also interested in making contacts with U.S. tour companies that arrange trips through Turkey.

Write: Harem Hotel, Selimiye, Istanbul, Turkey. IR-0325-X.

A construction company, in collaboration with a Turkish Government bank, plans to build a ten story 300-room hotel in Atakay, a resort site on the Sea of Marmora.

The firm seeks a joint venture with a U.S. company prepared to supply capital, equipment and hotel furnishings. Cost of the project is estimated at $8.5 million. The Turkish construction concern would supervise the building of the hotel.

Write: Timlo Sirketi, Istibal Cad. 185 Kat 6 Beyoglu, Istanbul, Turkey. IR-0305-X. WTD.



JOINT VENTURE PROPOSALS from Turkish firms stress the need for modern machinery and technical know how rather than capital outlays to expand production in plants such as the one shown here.

A restauranteur plans to open a first class 28-room motel in July at Pendik, a town about 15 miles south of Istanbul. He seeks a U.S. partner to furnish management expertise for the operation of the hotel.

The Turkish entrepreneur also claims to own adjoining shore property available for the construction of a 100-room hotel. Sought of a U.S. company is 50% of the necessary capital, estimated at $200,000.

Write: Motel and Restaurant 212, Pendik, Istanbul, Turkey. IR-0303-X.

A joint venture for the development of resort property located at six sites along the shore of the Aegean Sea is proposed by owners of an Istanbul textile firm.

The Turkish entrepreneurs seek a U.S. partner who would supply the technical know-how and experience in constructing resort hotels. Financial assistance is not asked of a U.S. participant.

Write: Akfil Sanayi ve Ticaret A.S., Yedikule Yolu No. 6, Bakirkoy, Istanbul, Turkey. IR-0299-X.

A pharmaceuticals manufacturer proposes a joint venture to diversify its operations into the hotel and resort field.

The company seeks a U.S. partner, who would provide technical know-how in all phases of the hotel business and direct the operations.

It is reported that the Istanbul firm currently produces pharmaceuticals under licensing agreements with U.S. companies.

Write: D.E.V.A. Sanayi ve Ticaret A.S., Beyoglu, Kazevici So. No. 19, Istanbul, Turkey. IR-0298-X. WTD.

A group of entrepreneurs plan to build a year round motel at Yalova, a city about two hours drive from Istanbul. Cost of the 50- to 60-room structure is estimated at between $170,000 and $200,000. It would be built on property located on the south shore of the Sea of Marmara, facing 800 ft. of sandy beach.

Sought of an experienced U.S. hotel company is technical know-how and management expertise. The Turkish businessmen claim to have the necessary financing to construct the motel. However, if the size is increased, additional capital will be necessary.

Write: Totem Ticaret Ltd., Taksim Sarayi 6, Taksim, Istanbul, Turkey. IR-0280-X.

A resort operator seeks an arrangement with an experienced U.S. firm to provide promotional and management assistance in the development of his tourist facility.

The project reportedly includes a completed 12-room motel and restaurant, plus a partially completed 60-room hotel and motion picture theater. A swimming pool and trailer camp will be added in the near future.

Write: Motel Tesisleri, Sakarya, Karasu, Turkey. IR-W1.

7949 Music distribution systems

An Istanbul advertising agency seeks a franchise agreement with a U.S. music distributor to furnish music to offices and plants.

Write: Merkez Reklam, Mesrutiyet Cad. No. 8 Kat 1 falatasaray, Istanbul, Turkey. IR-0335-X.

Four British firms seek licenses to produce widely varied goods

Interested in precision molding and energy absorption products, honing machines, pressure vessels, and special purpose clothes

Four different British manufacturers are seeking U.S. licenses to make items that are related to their general lines of products.

To obtain additional information about these opportunities, interested U.S. firms should correspond directly with the British manufacturer.

● A London manufacturer of industrial rubber products and thermoplastics seeks a license to extend its range of products based on rubber and allied polymers, particularly in the field of precision molding and energy absorption. It is interested in producing items which have a high technical content both in design and manufacture and are preferably covered by patents.

The British company and its domestic and overseas subsidiaries make a diversified range of products, including automotive moldings, rubber bearing and conveyor belts, football bladders, glass fibre, printed circuits, plastic mouldings, pipe stems, radiator hose, vacuum bags and vibration insulators. Its production operation is backed up by extensive design and development facilities. The concern's products are marketed all over the world through agents and distributors.

Write: BTR Industries Limited, Silvertown House, Vincent Square, London, S.W. 1, England. Attention: Commercial Development Director. WTD.

Honing machine tools

● A manufacturer of honing machine tools seeks a licensing arrangement to produce honing machines and supplementary equipment in the U.K.

The British company states its products consist of a range of honing machine tools, from small hand operated machines to vertical honing machines of up to 30" stroke and horizontal honing machines for honing tubes up to 20 ft. in length. These latter machines are hydraulically and electrically controlled, with automatic cycling.

The company also designs and manufactures handling equipment for use on machine tools, including transfer set-ups in the automobile industry and a large range of tooling which includes hand operated mandrels, plus a line of the necessary abrasive components for use with the above tooling.

The firm also offers specialized processes and techniques for the finishing of bores from .045" to 12" diameter in all ferrous and non-ferrous materials, ceramics and glass. Its plant is equipped with a comprehensive range of such machine tools as turning, milling, grinding and drilling machines. Additional facilities include a fully equipped toolroom, assembly and fitting departments and a heat treatment section.

Established in 1930, the company has between 250 and 300 employees, plus 12 traveling salesmen covering the U.K. Its products are also distributed through agencies in France, Germany, Switzerland, Luxembourg, Italy and Spain.

It is reported that the concern is a subsidiary of a British company engaged in the manufacture of agricultural machinery, gears, machine tools and steel castings.

Write: Delapena and Son Limited, Zona Works, Russell Place, Tewkesbury Road, Cheltenham, Gloucestershire, England. WTD.

Steel fabrication

● This firm, engaged in steel fabrication and platework seeks a license to make such products in this area as pressure vessels, storage tanks and bunkers. The British concern is also interested in producing special purpose machinery.

Established in 1846, the company has around 80 employees.

Write: W and A Spencer (Haydock) Limited, East Lancashire Road, Haydock, St. Helens, Lancashire, England. WTD.

Clothing

● A manufacturer of coveralls, shirts and sportswear seeks a license to produce clothing complementary to its present line.

The British firm makes quality specialized work clothing in a wide range of styles for both men and women, including flameproof coveralls for auto racing drivers and waterproof clothing for yachtsmen. It also produces shirts and uniforms for police and fire departments.

Established in 1952, the concern has about 60 employees and a plant equipped with approximately 80 machines.

Write: Whaley Bridge Manufacturing Co., Whaley Bridge, Stockport, Cheshire, England. WTD.

Investment Assistance

Firms responding to investment opportunities may wish to inform the Bureau of International Commerce of their action, for follow-up assistance where appropriate. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm indicates that additional information is available by writing the Department of Commerce (BIC-876), Washington, D.C. 20230.

WTD indicates that a World Trade Directory report containing financial and business background information is available at $2 each from the Department of Commerce (BIC-916), Washington, D.C. 20230.

Special assistance is available to firms interested in joint ventures or licensing agreements abroad. Call Area Code 202, WO 7-4065 or write Department of Commerce (BIC-878), Washington, D.C. 20230.

Belgian boiler firm also wants to make U.S. incinerators

107-year old company seeks license for medium-sized units

A Belgian boiler and paper manufacturer seeks a licensing agreement with a U.S. firm to manufacture medium-sized incinerators.

The Belgian concern is interested in making the following types of incinerators: incinerators with a capacity of one ton an hour, to burn paper, wood, and plastic wastes; municipal incinerators for small towns with a capacity of three to four tons per hour; chemical incinerators to handle carbon sludge and other petrochemical wastes.

The boiler division's manager believes there is a good and increasing market in Belgium for the above types of incinera-

U.S. BUSINESS PROSPECTS IN IRAN were discussed by Secretary of Commerce Alexander B. Trowbridge (left) with Iran's Minister of Economy Dr. Ali Naqi Alikhani. Dr. Alikhani reported an 8.5% GNP rise in Iran last year amid continuing political and economic stability, and told of progress on major investment projects, a petrochemical complex in Khuzistan and an integrated steel mill near Isfahan.

tors. He also states the production of incinerators would conform very well to the firm's current line and be a logical step in its development.

The 107-year-old concern's boiler production includes industrial, compact water tube, and high pressure radiation types. Its machine shop is equipped with bend plate machines, an electronic autowelding machine, four heavy drilling machines, 14 lathes, 8 milling machines and a large forge. The boiler division employs 10 engineers, 35 draftsmen and 200 workers.

In addition, the paper mill operation, reported to be the second largest in Belgium, has a daily capacity of 170 tons.

Write: N.V. De Nayer, Willebroek, attention, Mr. J. Coeckelberghs, Technical Manager. WTD.

Indian firm wants partner in boring machine venture

A joint venture to manufacture horizontal boring machines with a spindle diameter up to 100 mm. is proposed by a Bangalore producer of non-ferrous castings and machine tool components.

Total cost of the project is estimated at $2.5 million. A U.S. company would be asked to furnish approximately $1.2 million, principally in the form of machinery and equipment, in return for 49% equity in the project. Also requested of a U.S. participant is technical assistance, to include the furnishing of technicians in the early stages of the operation.

Plans call for locating the plant in an industrial estate at Bangalore where electric power and water are reported to be available. According to the Indian firm, all of the necessary raw materials with the exception of alloy steel can be obtained on the domestic market. It is anticipated that about 60 machines would be manufactured the first year, 120 the second year, and by the third year annual production would reach 200 machines. These figures are based on a single shift operation. The boring machines would be distributed throughout India.

Write: Ravi Metalloids, Jalshalli P.O., Bangalore 13, Mysore State, India. WTD.

U.N. agencies at course on food irradiation

Representatives of 20 countries are enrolled for an eight-week training course on Food Irradiation Technology and Techniques, being held at Michigan State University June 18-Aug. 11.

The course is jointly sponsored by two United Nations agencies, the International Atomic Energy Agency and the Food and Agriculture Organization. The program will be directed by Prof. Walter M. Urbain of Michigan State's Department of Food Science.

The course will provide intensive training for scientists specializing in irradiation food technology, agriculture, forestry or fisheries, or in the non-medical aspects of human nutrition.

Bombay firm seeks license to make engineering scales

Also wants to produce slide rules, drafting instruments

A Bombay manufacturer of injection molded plastic products seeks a license from an experienced U.S. firm to produce slide rules, engineering scales and drafting instruments.

A U.S. licensor is asked to provide technical know-how, patents and designs, plus assistance in setting up the proposed plant. Plans call for the manufacture of 50,000 slide rules and other articles per month. Raw materials would be imported. The Indian concern anticipates distributing 80% of production on the domestic market and exporting the balance. Financing of the project will be handled by the Bombay firm.

Although slide rules are reported to be manufactured in India, there is a demand for good quality and accurate drafting instruments.

Write: Motco Plastics, 13-B Kurla Industrial Estate, Bombay 77, India. WTD.

Scottish firm wants license to make drilling rigs

A well established manufacturer of boilers, mechanical stokers, cranes, conveyors and mechanical handling equipment seeks a license to make products utilizing its experience and production facilities.

The Scottish firm is particularly interested in the manufacture of grinding equipment and drilling rigs. It has seven subsidiaries and maintains branch offices throughout the U.K.

Write: Babcock and Wilcox Limited, Renfrew, Scotland. Attention: Mr. A. C. McHarg. WTD.

World Trade Opportunities

Honduras seeks builders for road, bridge sites

The Dir. General of Highways in the Ministry of Communications & Public Works is inviting prequalification applications from contractors who may wish to submit bids for the construction of a 106 km. highway with 27 bridges between Tela and La Ceiba in the Dept. of Atlantida. The applications for prequalification must include a statement of the contractors' financial ability and experience, and must be submitted on forms obtained at the offices of Frederic R. Harris Engineering Corp., 300 East 42nd St., New York, N.Y. 10017. Applications must be submitted by July 30 at the offices of the Direccion General de Caminos, Comayaguela, D.C. Honduras.

Contractors who have prequalified and are interested in presenting bids will be able to obtain the plans, specifications and bidding documents at a cost of $100 from the above address in Honduras or from the offices of Harris-Midence, Ingenieros Consultores, Edificio Cantero 604, Tagucigalpa, or from the offices of Frederic R. Harris Engineering Corp., 300 East 42nd St., New York, N.Y. 10017, on September 15, 1967.

The construction is financed with funds from an AID/CABEI integration loan.

Spain requests bids on toll road construction

The govt. of Spain is seeking bids for construction, maintenance and operation of the Bilbao-Behobia toll road. The road will be approximately 84 miles long, following a route from Basauri (Bilbao suburb) to Durango; Durango to Elgoibar; Elgoibar to Zumaya; Zumaya to San Sebastian; San Sebastian to Behobia (on the French border).

Documentation relating to the project is available for inspection by prospective bidders at the Ministry of Public Works, Madrid. Successful bidder will be eligible for benefits of Decree-Law 5/1966. Oct. 15 has been set as the deadline, and further correspondence should be addressed to: Highway Promotive Commission, Ministry of Public Works, Madrid. Correspondence is preferred in Spanish.

Tunesia invites bidders on electrical machinery

Tunisia is offering a tender for the supply of 375 Arabic keyboard typewriters; 375 French typewriters; 15 calculating machines; 40 slide projectors; 40 screens, 130 mm. x 100; 38 16 m/m sound projectors including tables with volting meters; loaders for 600 meter reels, splicers, and projection screens 2.40 meters x 1.80.

The bid deadline is Aug. 12. Terms and specifications are in French. Correspondence is preferred in French. Bids should be submitted to: Secretariat d'Etat a l'Education Nationale, Monsieur le Directeur du Centre d'Achat et de Repartition du Materiel, d'Enseignement Scientifique et Technique, Rue d'Angleterre, Impasse Menabrea 21, P.O. Box 535, Tunis, Tunisia.

Tender documents are available on loan to firms located in the United States from the Scientific, Photographic & Business Equipment Div., BDSA-666, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-2939).

Australia wants to buy tropospheric link needs

The Commonwealth of Australia, Dept. of Civil Aviation, has issued Tender No. C67/50, for supply of a Tropospheric Scatter Link between Point Lookout, South Wales and Springbrook, Queensland.

Bid deadline is 2 p.m., July 18.

Bid should offer Tropo Radio Link, two terminals for dual frequency diversity operation, operating in the 2450-2690 mhz band, power amplifier output not less than one kw., specifications in accordance with C.C.I.R. Standards. Service Channel to be provided. Parabolic antennas at both terminals, Path Distance: 163 statute miles.

Copies of tender announcements and specifications are available from the Secretary, Central Contract Board, Dept. of Civil Aviation, Third Fl., Sanderson House, 505 Little Collins St., Melbourne, Victoria, or on a short-term loan basis to firms located in the U.S. from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Ceylon issues request for fabricated tin needs

The Ceylon Petroleum Corp., a government corp., has asked for bids on a supply of unassembled cut tin flats to fabricate one Imperial gallon rectangular cans for a period of five years beginning Apr. 1968; supply of equipment to fabricate cans from cut tin flats; guidance in erecting plant and equipment and training operational personnel for a maximum period of two months. Tender documents available from Technical Mgr., Ceylon Petroleum Corp., P.O. Box 634, Colombo 3. One only copy of documents may be examined in Rm. 4222, Iron & Steel Div., BDSA, Dept. of Commerce, Washington, D.C.

Greece extends tender deadline on proposed desalination plant

The Community of Phoenix, Syros Island, has announced extension of the June 8 deadline for the submission of offers for a desalting plant, to July 16, 1967. (IC May 8, 1967, p. 31.)

Australia issues tender for UHF radio aerials

The Dept. of Civil Aviation, Commonwealth of Australia, has issued Tender No. C 67/29 for supply of high gain Aerials for UHF link equipment.

Bid deadline is 2 p.m., Tuesday, Aug. 15.

Bid should offer quotes up to sixteen units each for the following categories: frequency range 403-420 mhz, gain wrt dipole: 12 db., frequency range 450-470 mhz, gain wrt dipole: 12 db., frequency range 403-420 mhz, gain wrt dipole: 15 db., frequency range 450-470 mhz, gain wrt dipole: 15 db. input impedance all units, 50 ohm, capable of handling 250 watts of r.f. power continuously. Wind loading 100 mph, or 80 mph when loaded with one inch radial depth of ice. Standing wave ratio shall not exceed 1.5 to 1 at any point in the frequency bands defined.

Copies of tender announcement and specifications are available from the Office of the Secretary, Central Contract Board, Dept. of Civil Aviation, Third Fl., Sanderson Howe, 505 Little Collins St., Melbourne, C. I. Victoria, or on a short-term loan basis to firms located in the U.S. from the Electronics Div., BDSA-658, Rm. 4125, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-967-2328).

Ecuador calls for bids on waterworks project

The Govt. of Ecuador is calling for bids covering provision of engineering services and complete installations covered by Contract No. 1 of the Pita-Tambo waterworks project, to include the construction of Bridges, drainage systems, canals, spillways, spillgates, access roads, and land clearing at the site. Only prequalified construction companies will be permitted to purchase specifications. Prequalified firms may obtain specifications from either of the following addresses: Empresa Muncipal de Agua Potable, Quito, Ecuador and Gannett-Fleming-Corddry & Carpenter, Inc., 600 North Second St., Harrisburg, Penn. Cost of documents is $200, non-reimbursable. Bid deadline has not yet been stated.

Swiss firm seeks U.S. agency for Soviet Union, East Europe

A Swiss firm, Joseph Egli AG, seeks to represent American manufacturers in the USSR and Eastern European countries. Product lines desired include machinery of all kinds, machine tools, instruments, electronic equipment, and related products as well as complete manufacturing plants. Egli AG has branch offices in Moscow and Prague. An office is also maintained at 342 Madison Ave., New York, N.Y.

Write: Joseph Egli AG, Kirchweg 10-12, 8750 Glarus, Switzerland. WTD 12/15/66.

World Trade Opportunities Continued to page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon reecipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

193 Tanks, tank components

BELGIUM—Parts for combat tanks, other military vehicles; surplus. Direct purchase and Agency. Vanderschueren, Paul (manufacturer, importer, distributor), 605 Rue Van Soust, Brussels 7. WTD 4/25/67.

202 Dairy products

HONG KONG—Creamery butter. Menon & Co. (importer, wholesaler, retailer, manufacturer, exporter), G.P.O. Box 15302. Cable: Menon. WTD in preparation.

203 Canning, preserving foods

ENGLAND—Quick frozen vegetables, fruits. Northray Farm Products, Ltd. (manufacturer, exporter, importer), Autby House, North Thoresby, Grimsby, Lincolnshire. WTD 5/6/66.

FINLAND—Canned fruit. Oy Trapp & Klingstedt Shipsupply Ab (importer shipchandler), Hamngatan 6, Abo. WTD 6/67.

FRANCE—Canned fruits in sirup. Requests replies in French. Societe Intersud (importer, wholesaler), 40, Rue Westermeyer, 93 Ivry-sur-Seine. WTD 12/22/66.

● **IRAN**—Caviar, 250 tons at the rate of 50 tons per year. Bid deadline July 23. Sherkat Sehami Shilat Iran, Ministry of Finance Bldg., Teheran.★ (Telephone: 202-WO 7-4400).

NETHERLANDS—Canned fruits, vegetables; dried fruits, dried onions. Direct purchase and agency. Dutch Export & Import Office (sales agent), 190 Helmersstraat, Amsterdam. WTD 6/9/67.

204 Grain mill products

IRAN—Chicken feed for own poultry farm. M. Mahmoudzadeh & Co. (importer), Bank Sepah Bldg., Bouzarjomehri Ave., Tehran. WTD 6/10/67.

208 Beverage industries

ETHIOPIA—Flavoring extracts, sirups for manufacture of soft drinks. Samples, c.i.f. Djibouti prices required. G. J. Patel and Co. (Eth), Ltd. (importer, wholesaler, retailer), P.O. Box 622 Addis Ababa. WTD 5/24/67.

220 Textile mill products

UGANDA—Broad-woven fabrics, silk and man-made fiber such as dacron, dacron/cotton, rayon, dacron/rayon, other synthetic mixes, for use in women's, men's outerwear. Direct purchase and agency. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics, for manufacture of women's, misses' clothing. Requests replies in French. Etablissements Duburcq (manufacturer, dealer), 81, Avenue Jean Lebas, 59 Roubaix. WTD 2/67.

Cotton upholstery fabrics. Requests replies in French. Direct purchase and agency. Vinay & Cie (importer, wholesaler), 23, Rue des Jeuneurs, Paris, 2e. WTD 2/67.

Unbleached, bleached and finished cotton fabrics; cotton upholstery fabrics; damask, huck and jacquard toweling; Turkish and terry-woven toweling. Requests replies in French. Direct purchase and agency. Henri Portier & Cie (importer, wholesaler, agent), 24, Rue Chauchat, Paris, 9e. WTD 2/67.

Plain and fancy cotton fabrics for women's clothing. Requests replies in French. Les Fils d' I.B. Morhaim (importer, wholesaler), 53, Rue du Caire, Paris, 2eme. WTD 2/67.

Cotton fabrics, for manufacture of babies' clothing. A. L. de Souza, S.A. (importer, manufacturer, dealer), 40, Rue d'Aboukir, Paris, 2eme. WTD 3/67.

Cotton fabrics. Belleteste, S.A. (importer, dealer), 59 bis, Rue du Colombier, 45 Orleans. WTD 3/67.

Cotton upholstery fabrics. Requests replies in French. Lucien Bouix & Cie (manufacturer, dealer), 7, Rue du Mail, Paris, 2eme. WTD 3/67.

NETHERLANDS—Unusually decorated kitchen towels, similar products for advertising gifts. Direct purchase and agency for Europe. Carpa N.V. (importer, wholesaler), P.O. Box 1522, The Hague. WTD 8/19/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Upholstery fabrics, silk, synthetics. Requests replies in French. Lucien Bouix &

Cie (manufacturer, dealer), 7, Rue du Mail, Paris, 2eme. WTD 3/67.

Silk, synthetic fabrics. Belleteste, S.A. (importer, dealer), 59 bis, Rue du Colombier, 45 Orleans. WTD 3/67.

Polyester fabrics, other types of synthetic fabrics, for manufacture of dresses. Requests replies in French. Etablissements Jacques Quesnoit (importer, wholesaler), 59, Rue de la Fosse aux Chenes—59 Roubaix. WTD 3/67.

Dacron, other synthetic fabrics, for manufacture of babies' clothing. A. L. de Souza, S.A. (importer, manufacturer, dealer), 40, Rue d'Aboukir, Paris, 2eme. WTD 3/67.

Plain and fancy fabrics; synthetics, silk, for women's clothing. Requests replies in French. Les Fils d' I.B. Morhaim (importer, wholesaler), 53, Rue du Caire, Paris, 2eme. WTD 2/67.

Silk, synthetic fabrics, for manufacture of women's, misses' clothing. Requests replies in French. Etablissements Duburcq (manufacturer, dealer), 81, Avenue Jean Lebas, 59 Roubaix. WTD 2/67.

Upholstery fabrics; man-made fiber, silk. Requests replies in French. Direct purchase and agency. Vinay & Cie (importer, wholesaler), 23, Rue des Jeuneurs, Paris, 2e. WTD 2/67.

Plain and fancy fabrics of man-made fiber. Direct purchase and agency. Requests replies in French. Edmond Goldschmidt & Fils (wholesaler), 78, Rue Montmartre, Paris, 2e. WTD 2/67.

Plain rayon fabrics for lining; upholstery fabrics: man-made fiber, silk; dacron broad woven fabrics. Requests replies in French. Direct purchase and agency. Henri Portier & Cie (importer, wholesaler, agent), 24, Rue Chauchat, Paris, 9e. WTD 2/67.

HONG KONG—Cotton, silk, or nylon mosquito netting. Tai Hing Corp. (importer, wholesaler, selling agent, exporter), 2 Lee Yuen St., East, 4th Fl. Cable: Temicor. WTD 6/6/66.

NETHERLANDS—Linings for all types men's, women's outer garments. Direct purchase and agency. E. Ongering & Zn. C.V. (sales agent), 354 Singel, Amsterdam. WTD 6/12/67.

223 Broad woven fabric mills, wool

FRANCE—Woolen fabrics, for manufacture of women's, misses' clothing. Requests replies in French. Etablissements Duburcq (manufacturer, dealer), 81, Avenue Jean Lebas, 59 Roubaix. WTD 2/67.

Wool upholstery fabrics. Requests replies in French. Direct purchase and agency. Vinay & Cie (importer, wholesaler), 23, Rue des Jeuneurs, Paris, 2e. WTD 2/67.

Plain and fancy woolen fabrics. Requests replies in French. Direct purchase and agency. Edmond Goldschmidt & Fils (wholesaler), 78, Rue Montmartre, Paris, 2e. WTD 2/67.

Woolen upholstery fabrics. Requests replies in French. Direct purchase and agency. Henri Portier & Cie (importer, wholesaler, agent), 24, Rue Chauchat, Paris, 9e. WTD 2/67.

Plain and fancy wool fabrics for women's clothing. Requests replies in French. Les Fils d' I.B. Morhaim (importer, wholesaler), 53, Rue du Caire, Paris, 2eme. WTD 2/67.

Upholstery fabrics, wool. Requests replies in French. Lucien Bouix & Cie (manufacturer, dealer), 7, Rue du Mail, Paris, 2eme. WTD 3/67.

Wool fabrics. Belleteste, S.A. (importer, dealer), 59 bis, Rue du Colombier, 45 Orleans. WTD 3/67.

Wool fabrics, for manufacture of suits, dresses. Requests replies in French. Etablissements Jacques Quesnoit (importer, wholesaler), 59, Rue de la Fosse aux Chenes—59 Roubaix. WTD 3/67.

224 Narrow fabrics, other smallwares mills

NICARAGUA—Cotton, nylon, silk ribbons for manufacture of inked ribbons for typewriters, adding machines. Request replies in Spanish. Aplicaciones Industriales S.A. (APLINSA) (manufacturer), Apartado Postal 2887, Managua. WTD 2/67.

225 Knitting mills, products

FRANCE—Knitted outerwear, Requests replies in French. Etablissements Alexandre Klein (manufacturer, dealer), 46, Rue Vercingetorix, Paris, 14e. WTD 2/67.

NETHERLANDS—Knit piece goods. Direct purchase and agency. E. Ongering & Zn. C.V. (sales agent), 354 Singel, Amsterdam. WTD 6/12/67.

227 Floor covering mills, products

FRANCE—Tufted carpets, woven textile fiber carpets. Requests replies in French. Direct purchase and agency. Vinay & Cie (importer, wholesaler), 23, Rue des Jeuneurs, Paris, 2e. WTD 2/67.

229 Textile goods

● **CEYLON**—Manila rope, five strand. 2230 coils of 120 fathoms each (720 feet). Tender No. 304, bid deadline Sept. 5. Chairman, Tender Board, Dept. of Government Stores, P.O. Box 418, Colombo. (Telephone: 202-WO 7-5238).

FRANCE—Linen, linen-and-cotton mixtures toweling. Requests replies in French. Direct purchase and agency. Henri Portier & Cie (importer, wholesaler, agent), 24, Rue Chauchat, Paris, 9e. WTD 2/67.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's sport coats, jackets. Requests replies in French. Direct purchase and agency. Etablissements Hema (importer, manufacturer, wholesaler), 119, Rue de Turenne, Paris, 3e. WTD 2/67.

SWITZERLAND—Men's, boy's suits, novelties. Direct purchase and agency. Gantea AG (importer, exporter, Commission agent), Stadthausgasse 21, 8200 Schaffhausen. WTD 5/22/67.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Sport shirts; men's sport trousers. Requests replies in French. Direct purchase and agency. Etablissements Hema (importer, manufacturer, wholesaler), 119, Rue de Turenne, Paris, 3e. WTD 2/67.

Men's work clothing. Requests replies in French. Societe Industrielle du Vetement Labor (manufacturer, dealer), 132-134, Quai de Jemmapes, Paris, 10e. WTD 3/67.

NETHERLANDS—Men's, boys, woven and knit outerwear. Direct purchase and agency. A. Lauxtermann Textielagenturen (sales agent), Damrak 54, Amsterdam. WTD 6/12/67.

SWITZERLAND—Men's, youths', boys' dress sport shirts. Direct purchase and agency. Gantea AG (importer, exporter, Commission agent), Stadthausgasse 21, 8200 Schaffhausen. WTD 5/22/67.

233 Women's, misses', juniors' outerwear

FRANCE—Girls' sportswear. Requests replies in French. Direct purchase and agency. Jean Fabrice Delfieu (manufacturer, dealer), 18, Rue du Fanbourg Poissonniere, Paris, 10eme. WTD 3/67.

Dresses, ensemble dresses. Requests replies in French. Direct purchase and agency. Pierre Dostal, S.A. (manufacturer, dealer), 19, Rue du Sentier, Paris, 2e. WTD 3/67.

Women's work clothing. Requests replies in French. Societe Industrielle due Vetement Labor (dealer, manufacturer), 132-134, Quai de Jemmapes, Paris, 10e. WTD 3/67.

Women's sport suits, pants, coats, jackets. Requests replies in French. Direct purchase and agency. Etablissements Hema (importer, manufacturer, wholesaler), 119, Rue de Turenne, Paris, 3e. WTD 2/67.

NETHERLANDS—Women's, infants' knit and woven outerwear. Direct purchase and agency. A. Lauxtermann Textielagenturen (sales agent), Damrak 54, Amsterdam. WTD 6/12/67.

SWITZERLAND—Women's misses', juniors' suits, dresses, skirts, blouses, related novelties. Direct purchase and agency. Gantea AG (importer, exporter, commission agent), Stadthausgasse 21, 8200 Schaffhausen. WTD 5/22/67.

234 Women's, misses', children's, infants' under garments

FRANCE—Women's underwear; corsets, allied garments. Requests replies in French. Direct purchase and agency. Etablissements Linatex (manufacturer, importer, wholesaler), 45, Rue des Petits Carreaux, Paris, 2e. WTD 2/67.

236 Girls', children's, infants' outerwear

SWITZERLAND—Girls', children's, infants' dresses, blouses, shirts, skirts, related novelties. Direct purchase and agency. Gantea AG (importer, exporter, commission agent), Stadthausgasse 21, 8200 Schaffhausen. WTD 5/22/67.

238 Apparel, accessories

FRANCE—Raincoats. Direct purchase and agency. Manufacture de la Nation "Capricorne" (importer, dealer, manufacturer), 15, Rue Martel, Paris, 10e. WTD 2/67.

Raincoats. Requests replies in French. Direct purchase and agency. Etablissements Hema (importer, manufacturer, wholesaler), 119, Rue de Turenne, Paris, 3e. WTD 2/67.

Handkerchiefs. A. L. de Souza, S.A. (importer, manufacturer, dealer), 40, Rue d'Aboukir, Paris, 2eme. WTD 3/67.

Raincoats. Requests replies in French. Les Creations Firer (manufacturer, dealer), 52, Rue Rene Boulanger, Paris, 10e. WTD 3/67.

SWITZERLAND—Men's, women's raincoats. Direct purchase and agency. Gantea AG (importer, exporter, commission agent), Stadthausgasse 21, 8200 Schaffhausen. WTD 5/22/67.

241 Logging camps, logging contractors

FRANCE—Hickory logs, veneer quality. Requests replies in French. Societe des Produits Forestiers (importer, dealer manufacturer), 67/67 bis, Rue de la Republique, 93 Montreuil-sous-Bois. WTD 2/67.

JAPAN—Logs and lumber of American softwood; Douglas fir, hemlock, spruce, Port Orford cedar, red cedar, yellow cedar. Toho Sangyo Ltd. (importer, wholesaler), Sanwa Bldg., 25 Junkei-machi 4-chome, Minami-ku, Osaka Central P.O. Box 42 (Attention: Mr. Ryozo Takeda, Mgr., General Materials Dept. WTD 7/27/66.

242 Sawmills, planing mills

FRANCE—Rough, dressed and planed Oregon Pine, Hemlock and Red Cedar lumber. Direct purchase and agency. Ets. Marin Braun & Cie., S.A. (importing wholesaler), 2, Rue de la Minoterie, 67 Strasbourg-Port-du-Rhin. WTD 6/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Ordinary and decorated wooden panels for use by cabinet makers, builders. Direct purchase and agency. Requests replies in French or German. Societe des Bois et Materiaux pour le Batiment (importing wholesaler), 16 Boulevard Nessel, 67 Haguenau. WTD 6/67.

Hardwood panels, plywood, doors, windows, screens. Direct purchase and agency. Huber & Cie. (importing wholesaler), 21 Route du Rhin, 67 Strasbourg-Neudorf. WTD 6/67.

249 Wood products

FRANCE—Ordinary and decorated hard pressed wood fiber board panels for use by cabinet makers, builders. Direct purchase and agency. Requests replies in French or German. Societe des Bois et Materiaux pour le Batiment (importing wholesaler), 16 Boulevard Nessel, 67 Haguenau. WTD 6/67.

251 Household furniture

LUXEMBOURG—Household furniture, camping equipment. "LE GRAND COIN ROSE"—Galeries Luxembourgeoises de l'Ameublement S.A. (importer, representative), 20, Rue des Gaulois, Luxembourg-Bonnevoie. WTD 10/25/66.

SWITZERLAND—American modern style furniture, upholstery, chairs, chaise lounges, bedroom furniture, furniture accessories, novelties. Direct purchase and agency. Interieur SA (importer, retailer, manufacturers' representative), Lowenstr. 32, 8001 Zurich. WTD 6/12/67.

254 Partitions, shelving, lockers, office, store fixtures

FRANCE—Metal office cabinets; wall metal panels for production planning and stock control. Arianex (importer, manufacturer, agent, dealer), 63, Rue de Rome, Paris, 8e. WTD 2/67.

262 Paper mills, products

● **IRAN**—2,000 bobbins red tear tape six mm wide with bobbin core diameter of 58 mm and outside diameter of 310 mm. Basis weight to be 60 grs. per sq. meter (± 2 grs.).

Also 700 bobbins cardboard 96 mm wide with bobbin core diameter of 120 mm and outside diameter of 600 mm. Basis weight to be 275-300 grs. per sq. meter. Tender No. 21346. Bid deadline Aug. 31. The tender announcement with specifications and conditions are available from the Forest Products Div., BDSA, Rm. 4003, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

NICARAGUA—Unconverted paper for manufacture of carbon paper. Requests replies in Spanish. Aplicaciones Industriales S.A. (APLINSA) (manufacturer), Apartado Postal 2887, Managua. WTD 2/67.

263 Paperboard mills, products

NICARAGUA—Paperboard for manufacture of carbon paper boxes. Requests replies in Spanish. Aplicaciones Industriales S.A. (APLINSA) (manufacturer), Apartado Postal 2887, Managua. WTD 2/67.

264 Converted paper, paperboard products

AUSTRIA—All types of paper products used in catering, hotel trade; including paper table cloth, paper bed cloth, disposable plates, trays, cups. Papier Reischl (importer, wholesaler), Linzer Gasse 44, A-5020 Salzburg. WTD 6/67.

FRANCE—Paper bed-sheets for hotels, schools, institutions, paper-towels, related articles, supplies. Direct purchase and agency. Requests replies in French. Segovia (Albin de) (dealer, sales agent), 16 Cours de l'Yser; 33-Bordeaux, Gironde. WTD 6/67.

Coated papers for all purposes, gift wrap paper, packing paper, stationery, folders, covers, miscellaneous supplies for office, school use. Direct purchase and agency. Requests replies in French. Etablissements HELIER, (importing wholesaler), 11, Rue de l'Oll, 68 Brunstatt. WTD 6/67.

NETHERLANDS—Novelties, business gifts salable to retailers of writing accessories, stationery, office supplies. Direct purchase and exclusive representation required. Copyrator N.V. (importer, wholesaler, exporter), 16 Rembrandtlaan (P.O. Box 16), Bilthoven. WTD 6/13/67.

All types of stationery. Rikkers Blazer & Metz N.V. (importer), Prinsengracht 612, Amsterdam. WTD 6/23/66.

PORTUGAL—Cellophane bags. Direct purchase and agency. Fernando Campos (importers, distributors), Calcada de Palma de Baixo 35-1° Esq., Lisbon 4. WTD in preparation.

265 Paperboard containers, boxes

PORTUGAL—Cellophane containers for packaging candy, other confectionery. Direct purchase and agency. Fernando Campos (importers, distributors), Calcada de Palma de Baixo 35-1° Esq., Lisbon 4. WTD in preparation.

281 Industrial chemicals

NETHERLANDS—Pharmaceutical raw materials in bulk for processors of pharmaceutical preparations. Exclusive representation on an outright basis required. Roger R. Brunschwig (importer, sales agent, wholesaler), 716 Keizersgracht, Amsterdam. WTD 6/8/67.

Chemical raw materials for textile rubber industries. Direct purchase and agency. Servitex N.V. (importer, sales agent), 1 Lindewal, Doesburg. WTD 6/9/67.

282 Synthetic materials

ETHIOPIA—Polyethylene in granule form, treated to give anti-static properties. Ethiplastics S.P.A. (plastic manufacturer), P.O. Box 318, Addis Ababa. WTD in preparation.

NETHERLANDS—Plastic building materials. Stoel Bouwstoffen N.V. (importer), 29 Luttik Oudorp, Alkmaar. WTD 6/13/67.

283 Drugs

ENGLAND—Vegetable oils. Agency and direct purchase. Isaac Modiano Brothers & Sons, Ltd. (manufacturers, exporters, importers), City Wall House, 84/88 Chiswell St., London, E.C. 2. WTD 8/5/66.

NETHERLANDS—Packed organic and inorganic biochemicals, biological products, pharmaceutical preparations for research laboratories of hospitals, universities, industrial firms. Exclusive representation on outright basis requested. Roger R. Brunschwig (importer, sales agent, wholesaler), 716 Keizersgracht, Amsterdam. WTD 6/8/67.

● **NEW ZEALAND**—The Dept. of Health, New Zealand, solicits bids on chlorpromazine hydrochloride 25 mg., 250,000 tablets; 50 mg., 500,000 tablets; and 100 mg., 750,000 tablets. Tender No. 31/7/912 with a bid deadline of July 31. Copies of the tender are available from the New Zealand Senior Trade Commissioner in the United States of America, 1145 19th St., N.W., Washington, D.C. 20036.

● **THAILAND**—Rails and accessories. Tender forms with full particulars are available for sale at the Procurement Section, State Railway of Thailand, Yod-Se, Bangkok, at $15 per set. Bids to be submitted not later than Aug. 8, with a deposit of $16,000.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

FRANCE—Specialized cleaning compositions for all refinery, petrochemical cleaning needs. SOPROVID (contractor), 11-13 Bld Albin Bandini, L'Estaque Plage, 13—Marseille, 16 eme. WTD 6/6/67.

Baby cosmetics; oils, lotions. Direct purchase and agency. Etablissements Vitry Freres, S.A. (importer, manufacturer, distributor), 106, Bld Sebastopol, Paris 3e. WTD 2/67.

NETHERLANDS—Hair shampoo, hair setting lotions. Direct purchase and agency. MESY (sales agent), 10 Corn. ten Hopestraat, Midden Beemster. WTD 6/8/67.

285 Paints, varnishes, laquers, enamels

FRANCE—Paint brush cleaners; paint dryers. Requests replies in French. Etablissements Paul Walton-Demol (manufacturer, dealer), "La Tuilerie", 89 l'Isle-sur-Serein. WTD 3/67.

289 Chemical products

ENGLAND—Bone glue Bloom Gel strength 90 to 110 granulated. Between 40 and 50 tons per month required throughout year. A. Oppenheimer & Co., Ltd. (importers), 38 Finsbury Sq., London, E.C. 2. WTD 12/15/66.

Essential oils, aromatic chemicals. Agency and direct purchase. Isaac Modiano Bros. & Sons, Ltd. (importers, exporters), City Wall

House, 84/88 Chiswell St., London, E.C. 2. WTD 8/5/66.

NICARAGUA—Special inks for manufacture of typewriter ribbons, carbon paper. Requests replies in Spanish. Aplicaciones Industriales S.A. (APLINSA) (manufacturer), Apartado Postal 2887, Managua. WTD 2/67.

295 Paving, roofing materials

BELGIUM—Wood fibre insulating boards for roofing purposes 4′ x 8′ or 4′ x 10′. Requests prices c.i.f. Antwerp. Alex Hanjoul (importer, wholesaler), Generaal de Krahestraat 79, Leopoldsburg. WTD in preparation.

299 Products of petroleum, coal

NETHERLANDS—Guideway oil, cutting oil, all other special lubricants used under high temperatures and heavy pressures. Exclusive representation desired. TEHACO (importer), 102 Haagweg, Rijswijk (Z-H). WTD 6/67.

301 Tires, tubes

NETHERLANDS—Automotive tires, inner tubes. Direct purchase and agency. Tyres International N.V. (importer, sales agent, exporter), 34 Lyceumstraat, Alkmaar. WTD 6/12/67.

307 Plastic products

FRANCE—Roofing, flooring, drainage, other plastic building materials. Direct purchase and agency. Huber & Cie. (importing wholesaler), 21 Route du Rhin, 67 Strasbourg-Neudorf. WTD 6/67.

UGANDA—Miscellaneous finished plastic products, novelties, gadgets, household hardware; bathroom accessories and fittings; tableware; kitchen utensils; gardening equipment; flexible hose, plastic implements, articles for farm use. Direct purchase and agency. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

312 Luggage

NETHERLANDS—Beach bags. Direct purchase and agency. Mesy (sales agent), 10 Corn. ten Hopestraat, Midden Beemster. WTD 6/8/67.

322 Glass, glassware

NETHERLANDS—Glassware for medical laboratory use. Exclusive representation. L.O. Sap N.V. (importer, wholesaler), 88—2de Sweelinckstraat, The Hague. WTD 3/29/66.

325 Structural clay products

NETHERLANDS—Ceramic floor, wall tiles. Stoel Bouwstoffen N.V. (importer), 29 Luttik Oudorp, Alkmaar. WTD 6/13/67.

329 Abrasive, asbestos nonmetallic mineral products

FRANCE—Bentonite, in all commercial sizings, clay, other categories, preferably sodium bentonite; other types of infusorial or diatomaceous earths suitable for use by wine industry. Samples, price quotations requested. Direct purchase and agency. Laffort & Cie. (importers, exporters, dealers), c/o Mr. Guy Toulouse, 126 Quai de La Souys; 33- Bordeaux-Bastide, Gironde. WTD 4/67.

Roofing shingles, floor and wall tiles, mineral wool, other building materials. Direct purchase and agency. Huber & Cie. (importing wholesaler), 21 Route du Rhin, 67 Strasbourg-Neudorf. WTD 6/67.

331 Steel mill products

● **IRAN**—Wire and round bars: five tons wire, one mm. to eight mm. dia. and 43 tons bars, 12 mm. to 55 mm. dia. Tender No. 459/45, bid deadline Aug. 20. Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-2363).

PAKISTAN—Ammonia, sulfate and liquor. Syed Industries, Ltd. (importing distributor), 137/E-I Gulberg Ext. III, Lahore, WTD 5/67.

334 Secondary smelting, refining of nonferrous metals

● **IRAN**—The Iranian Economic Mission, 2233 Wisconsin Ave., N.W., Washington, D.C. 20007, has invited bids for 15000 kgs (approximately 33,000 lbs.) of bronze ingots RG-5. The Iranian State Railway, Tehran, will be the actual purchaser. Closing date 9 a.m. Aug. 16. A copy of the tender is available only in the Copper Div., BDSA 638, U.S. Dept. of Commerce, Washington, D.C., (Telephone: 202-WO 7-4717). Tenderers may obtain further information and details from the Iranian State Railways Purchasing Dept., Tender & Contract Section, Tehran. The Iranian Economic Mission in Washington can be of further assistance, ask for Tender 103/46.

335 Rolling, drawing, extruding of nonferrous metals

NETHERLANDS—Aluminum corrugated sheets for building industry. Stoel Bouwstoffen N.V. (importer), 29 Luttik Oudorp, Alkmaar. WTD 6/13/67.

342 Cutlery, hand tools, general hardware

FRANCE—Manicure and pedicure scissors and shears; baby safety scissors for cutting nails, trimming hair. Direct purchase and agency. Etablissements Vitry Freres, S.A. (importer, manufacturer, distributor), 106 Bld Sebastopol, Paris, 3e. WTD 2/67.

General maintenance hand tools; handling, hoisting. L. Prud'Homme & Fils (importer, wholesaler), 25, Chemin d'Aubervilliers, 93 93 Saint-Denis. WTD 2/67.

NETHERLANDS—Small hand tools; all types of hardware. Huisman & Zoon (importer), 13 Dijk, Alkmaar. WTD 6/8/67.

● **TAIWAN**—Rope blocks, single and double sheaves; polypropylene. Miscellaneous power line tools. Tender No. (S)FG2C-27602(L), bid deadline July 21. Central Trust of China, Purchasing Dept., 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-5585).

UGANDA—Hardware fixtures, latches, locks, hinges, padlocks. Direct purchase and agency. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

343 Heating apparatus, plumbing fixtures

FRANCE—Boilers, radiators, convectors, other heating installation equipment for residential, industrial central heating installations. Direct purchase and agency. Huber & Cie. (importing wholesaler), 21 Route du Rhin, 67 Strasbourg-Neudorf. WTD 6/67.

344 Fabricated structural metal products

FRANCE—Suction type truck tankers used in sewage cleaning. Soprovid (contractor), 11-13 Bld Albin Bandini, L'Estaque Plage, 13-Marseille, 16eme. WTD 6/6/67.

Iron, steel and aluminum roofing, siding and drainage materials, other prefabricated building parts. Direct purchase and agency. Huber & Cie. (importing wholesaler), 21 Route du Rhin, 67 Strasbourg-Neudorf. WTD 6/67.

345 Screw machine products

BELGIUM—Galvanized bolts in different sizes to attach corrugated asbestos-cement roofing Requests prices c.i.f. Antwerp. Alex. Hanjoul (importer, wholesaler), Generaal de Krahestraat, Leopoldsburg. WTD in preparation.

FRANCE—Bolts. L. Prud'Homme & Fils (importer, wholesaler), 25, Chemin d'Aubervilliers, 93 Saint-Denis. WTD 2/67.

SINGAPORE—Machines for manufacture of cold rolled steel screws. Requests brochures, preliminary price quotations c.i.f. Singapore. Mr. G. S. Wahlgren, U.N. Electrical Appliances Expert, Economic Development Board (public agency), P.O. Box 2692, Singapore 1.

346 Metal stampings

COSTA RICA—One stainless steel pan to coat tablets; tablets ranging from 1/16 inch up to 3/4 inch; capacity: up to 100 lbs. of finished tablets; one stainless steel polishing pan for coated tablets; tablets ranging from 3/16 inch up to 3/4 inch in diameter; capacity: up to 100 lbs. of finished tablets. Gutis Products Ltda. (manufacturer), Apartado 1754, San Jose. WTD 5/9/67.

347 Coating, engraving services

NETHERLANDS—Cocoon sprayable vinyl coatings for corrosion prevention of machinery and parts. Exclusive representation desired. Tehaco (importer), 102 Haagweg, Rijswijk (Z-H). WTD 6/67.

352 Farm machinery

COLOMBIA—Agricultural machinery, spare parts for same. Auto-Agricola del Tolima Ltda. (importer, retailer), Carrera 3 No. 17-20, Ibague. WTD 5/67.

FRANCE—Parts for farm machinery. L. Prud'homme & Fils (importer, wholesaler), 25, Chemin d'Aubervilliers, 93 Saint-Denis. WTD 2/67.

NETHERLANDS—Agricultural machinery. Kuiken N.V. (manufacturer, importer), 51 Nagelerstraat, Emmeloord. WTD 6/9/67.

Trenchers, ditchers, mowers. Ridder Landbouw Machines N.V. (manufacturer, importer), 20 Industrieweg, Harderwijk. WTD 6/8/67.

Automatic feed mixing, transportation and distribution systems for poultry, livestock farms. Farex N.V. (importer), 10 Ted Visserweg, Maarn. WTD 6/12/67.

Agricultural spraying equipment. Kiekens Whirlwind Holland N.V. (manufacturer, importer), 43-44 Bommelweg, Wadenoyen. WTD 6/13/67.

353 Construction, mining, materials handling machinery, equipment

COLOMBIA—Construction machinery, equipment. Atlas Construcciones Ltda. (civil engineers), Calle 19 No. 7-30, Bogota. WTD 6/5/67.

ETHIOPIA—Spare parts for highway construction, maintenance equipment. Ethiopian Commission Agencies (commission agent), P.O. Box 2566, Addis Ababa. WTD 5/25/67.

● **INDIA**—Global tender for ten tracklaying tractors, diesel power, not less than 260 h.p. Tender number 1-SPM(Salandi)2/67. Bid deadline July 16. Tender documents available from India Supply Mission, Washington, D.C., $3.00 each (not refundable). The Chief Engineer, Irrigation, Orrissa, Bhubaneswar. Interested bidders should ask for tender covering unknown quantity of motor graders.

● Global tender for ten motorized scrapers, 14/16 yds. struck and 18/22 yds. heaped capacity. Diesel power; scraper should be of two axle design. Tender number 1056/Beas/PR/56153/A.2196. Bid deadline Aug. 16; various quantities of meters, tunnel load cells, calibration devices. Tender number 1053/BPO/PR/1-474/51477. Bid deadline July 26. Tender documents available from India Supply Mission, Washington, D.C. No tender fee required. Chief Purchase Officer, BEAS Purchase Org., Talwara Township, District Hoshiarpur, Punjab.

354 Metalworking machinery

DOMINICAN REPUBLIC — Machinery (press) and dies to manufacture stamped metal electric outlet boxes (4" octagon boxes and 4" handy boxes and coverplates) for annual production of about 300,000 units. Industrial Constructora, C. por A. (manufacturer, distributor), c/o U.S. Purchasing Agent, Corwill International Corp., Box 4830, Cedar Rapids, Iowa 52707. WTD 6/67.

Machinery to make steel straps (clamps) for conduit tubing and cable. Industrial Constructora, C. por A. (manufacturer, distributor), c/o U.S. Purchasing Agent, Corwill International Corp., Box 4830, Cedar Rapids, Iowa, 52707. WTD 6/67.

FRANCE—Special cleaning equipment for all refinery, petrochemical cleaning needs. Soprovid (contractor), 11-13 Bld Albin Bandini, L'Estaque Plage, 13—Marseille, 16eme. WTD 6/6/67.

Drilling machines. Requests replies in French. Europ-Outils (importer, wholesaler, retailer, agent), 22, Passage Dumas, Paris, 11e. WTD 2/67.

355 Special industry machinery

AFGHANISTAN—Leather polishing, scraping machines. Zenith Leather Works (manufacturer), Sarai Haji Yaqoob, Jade Shahi, Kabul. WTD 5/16/67.

AUSTRIA—Sensitized lithographic plates, particularly positive plates; special machinery and equipment for printing industry. Direct purchase and agency. "Idus" Handelsgesellschaft, J.u. O.Dorsch (importer, wholesaler, manufacturers' representative), Neugebaeudeplatz 2-3, A-3100 St. Poelten. WTD 6/67.

COSTA RICA—Rotary type tablet making machine, capable of work with powder mixes; machine must be powered by three-phase electric motor for 220 volts; 600 tablets per minute. Each tablet: 3/16 inch up to 3/4 inch in diameter. Gutis Products Ltda. (manufacturer), Apartado 1754, San Jose. WTD 5/9/67.

ETHIOPIA—Machinery for sealing plastic bags. Ethioplastics S.P.A. (plastic manufacturer), P.O. Box 318, Addis Ababa. WTD in preparation.

Machinery for producing starch and glucose; bottling machinery, washing, sterilizing, filing, capping, labeling; confectionery machinery; mixing, cutting, sizing, coating, dipping. Prefers smallest available; hand-operated. Catalogs, c.i.f. Djibouti prices requested. G. J. Patel & Co. (Eth) Ltd. (importer, wholesaler, retailer), P.O. Box 622, Addis Ababa. WTD 5/24/67.

FRANCE—Machinery for textile industries. Requests replies in French. Etablissements Alexandre Klein (manufacturer, dealer), 46, Rue Vercingetorix, Paris, 14e. WTD 2/67.

HONDURAS—New or rebuilt and guaranteed printing press for publishing tabloid newspaper up to 48 pages edition. Request catalogues, terms, prices c.i.f. Honduran Port. La Prensa, S.A. de C.V. (newspaper publisher), 6a. Ave., S.O., No. 28, San Pedro Sula. WTD 5/67.

NETHERLANDS—Small size machinery, equipment for building industry. Stoel Bouwstoffen N.V. (importer), 29 Luttik Oudorp, Alkmaar. WTD 6/13/67.

NICARAGUA—Complete machinery and equipment for manufacture of carbon paper boxes. Request replies in Spanish. Aplicaciones Industriales S.A. (APLINSA) (manufacturer), Apartado Postal 2887, Managua. WTD 2/67.

TRINIDAD, W.I.—Woodworking machinery for manufacturing toys. Smith & Alfred Co. (importers, wholesalers, retailers), 93 Charlotte St., Port of Spain. WTD 6/67.

TURKEY—Broiler production, processing and dressing plant with daily (8 hours) capacity of 2000 birds. Design engineering, training of workers for period not less than six months and delivery of equipment on turn key basis requested. Mr. Ekrem Orhon, Yuksek Muhendis (government agency), Belediye Baskani, Rize. (Mr. Ekrem Orhon, Mayor of Rize City).

356 General industrial machinery

● **CHILE**—Supply of 2 rotary filters for purifying salt water used in the refrigeration of the Huasco thermogenerator plant. Tender Number 5253, bid deadline July 20. Empresa Nacional de Electricidad S.A., "ENDESA", Depto. de Ingeneieria Mecanico, Ramon Nieto 920, Of. 416, Santiago, Chile.★ (Telephone: 202-WO 7-5585). Specifications in Spanish.

COSTA RICA—Portable blower for drying coated tablets. Gutis Products Ltda. (manufacturer), Apartado 1754, San Jose. WTD 5/9/67.

FRANCE—High pressure and hydrodynamic sewer cleaning machinery. SOPROVID (contractor), 11-13 Bld Albin Bandini, L'Estaque Plage, 13-Marseille, 16eme. WTD 6/6/67.

Paint spraying outfits; components; accessories. Requests replies in French. Etablissements Paul Walton-Demol (manufacturer, dealer), "La Tuilerie"—89 l'Isle-sur-Seren. WTD 3/67.

Power transmission chains L. Prud'Homme & Fils (importer, wholesaler), 25, Chemin d'Aubervilliers, 93 Saint-Denis. WTD 2/67.

● **TURKEY**—Compressors, two stage, piston type, fan cooled, V-belt driven from electric motor, 8-12 kg/cm². Service pressure. 130 each 3 hp, 220/380-V, 300 lt. tank; 60 each five hp, 380/660-V, 500 lt. tank; 24 each 7.5 hp, 380/660-V, 500 lt. tank. Bid deadline July 18, Petrol Ofisi Genel Mudurlugu, Malzeme Mudurlugu, Ankara. Tender documents available from Modern Translation Bureau, Karanfil Sokak 49/1, Yenisehir, Ankara, for $6.00 including airmail postage.

357 Office, computing, accounting machines

AUSTRIA—Sophisticated automatic computing machines. Direct purchase and agency. Robert Tonko, Bueromaschinenhaus (importer, wholesaler, manufacturers' representative), Blindengasse 3, A-1080 Vienna. WTD 6/67.

FRANCE—Paper punches. Arianex (importer, manufacturer, dealer, agent), 63, Rue de Rome, Paris, 8e. WTD 2/67.

358 Service industry machines

FRANCE—Carbonators, electric, commercial types, related apparatus and attachments for beverage dispensers manufactured by local firm. Catalogues, price lists requested. Direct purchase and agency. Viriot & Cie. (J.) (manufacturers, dealers), c/o Jean-Pierre Viriot; 50 Cours Balguerie-Stuttenberg, 33-Bordeaux, Gironde. WTD 10/66.

NETHERLANDS—Floor cleaning equipment. Chemische Fabriek Ewepo N.V. (importer), Friesewal 33, Zwolle. WTD 6/8/67.

Stainless steel refrigerated bulk milk tanks for farm use. Direct purchase and agency. Tuyn Technisch Handlesbureau (sales agent), 25 Stationsweg, Alkmaar. WTD 6/8/67.

Air-conditioning equipment, all kinds, especially humidifiers, gas-fired air-conditioning units (rooftop and others), power roof exhausters, shock absorbers for a.c. units, ventilators, etc. Direct purchase and exclusive agency for E.E.C. countries. G. W. Ventilatie N.V. (importer, assembler, installer, exporter), 53a Teilingerstraat, Rotterdam-1. WTD 8/12/66.

PORTUGAL—Special air conditioning units for crane cabin cooling. Direct purchase and agency. Industrias Termicas Nunes Correia, S.A.R.L. (importer, wholesaler, installer), Rua do Alecrim, 29, Lisbon 2. WTD 6/26/67.

361 Electric transmission, distribution equipment

● **CYPRUS**—Supply of ten 66kv, 1,000 mva outdoor power circuit breakers with control panels and two 11kv, 250 mva indoor switchboards; six 66/11.510 on transformers for delivery to Famagusta. Also supply, erection and commissioning of seven 3.3kv, 150 mva and 34 415v, 25 mva indoor circuit breakers and; cables for delivery to Moni power station. Contracts 1361/145, (circuit breakers & switchboards) and 1361/146 (transformers), bid deadline Aug. 14; 1630/13 (indoor circuit breakers) and 1630/15 (cables) bid deadline Sept. 1. Messrs. Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, London, SW 1, England.

Brief descriptions of the contracts are available from the Power Electrical Equipment Div., Rm. 4124, U.S. Dept. of Commerce, Washington, D.C.★ (Telephone: 202-WO 7-4241).

FRANCE—Low-voltage distribution equipment, 1,200 volts and under: distribution cutouts, busduct, circuit breakers, busduct fittings, meter mounting equipment, electrical panelboards, switches. Direct purchase and agency. Societe Clarel (importer, manufacturer, retailer, wholesaler), 8, Rue Bellini, Paris, 16e. WTD 2/67.

● **MALAYSIA**—Supply of cathodic protection equipment for Port Dickson power station including transformer/rectifier control panels, anodes and reference electrodes. Contract No. TJB/1428/20, bid deadline July 19. Tender documents available from Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London SW 1.

A brief description of works is available from the Power & Electrical Equipment Div., Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **TURKEY**—Supply of 2,000 units of three-phase, four-wire maximum and reactive power meters of various current and voltage strength. Bid deadline Aug. 2. IETT Isletmesi Genel Mudurlugu, Evrak ve Arsio Mudurlugu, Metro Han Kat 3, Beyoglu, Istanbul. (Municipality of Istanbul, Power Subways & Tramways Administration). Tender documents available, at $9.00 per set, from Modern Translation Bureau, Karanfil Sokak 49/1, Yenishehir, Ankara.

● Supply of eleven units selective voltmeters, min. three ranges in 4-750 Kc/s band, balanced and unbalanced; five units frequency counters, 50 c/s-200 Kc/s, three-range; two units frequency counters, 50 c/s, 50 Mc/s, three range. Bid deadline July 24. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. (Teneral Directorate of PTT, Procurement Department). Tender documents available, at $7.00 per set, from Modern Translation Bureau, Karanfil Sokak 49/1, Yenisehir, Ankara.

363 Household appliances

NETHERLANDS—Small electric household appliances, coffee grinders, hair dryers. Exclusive representation. L.O. Sap N.V. (importer, wholesaler), 88—2de Sweelinckstraat, The Hague. WTD 3/29/66.

364 Electric lighting, wiring equipment

FRANCE—Electric fluorescent lamps, fixtures; electric lighting fixtures of special character. Direct purchase and agency. Societe Clarel (importer, manufacturer, wholesaler, retailer), 8, Rue Bellini, Paris, 16e. WTD 2/67.

366 Communication equipment

FRANCE—Aircraft control systems; navigational electronic equipment: direction finders, distance measuring equipment, radar search and navigation, radio range systems equipment, Very High Frequency omni-directional range system equipment. Direct purchase and agency. Aero-France (importer, retailer), 15, Rue Fenelon, Paris, 10e. WTD 2/67.

● **MALAYSIA**—Supply of common battery, automatic, cordless type telephone switchboards and handsets. Bid deadline July 27. Telecoms. Stores & Workshops, Jalan Brickfields, Kuala Lumpur.★ (Telephone: 202-WO 7-4823).

● **SINGAPORE**—Supply of automatic telephone exchange equipment. Tender No. STB/E1/1/67, bid deadline Sept. 15. Singapore Telephone Board, P.O. Box 3008, Telephone House, 15/33 Hill St., Singapore 6.★ (Telephone: 202-WO 7-4823).

● **TAIWAN**—Supply of materials and parts for the construction of 180 freight cars; spring hanger link 560 sets, axle box guide 70 carsets, and end frame of car body 60 sets. Tender No. IB-0011-A-B-2, bid deadline July 18. Central Trust of China, Purchasing Dept., 49 Wuchang St., Sec. 1, Taipei. Specifications and drawings may be obtained from the Central Trust of China for US$2.00. This is a global tender with financing by IBRD loan.

369 Electrical machinery, equipment, supplies

FRANCE—Electric generators, ignition magnetos, cranking motors, spark plugs, electric starters, switches, for aircraft purposes. Direct purchase and agency. Aero-France (importer, retailer), 15, Rue Fenelon, Paris, 10e. WTD 2/67.

SWITZERLAND—Laser applications for industrial purposes. Direct purchase and agency. Scherrer & Co. (export, agency, retail), Sallenbachstrasse 5, 8055 Zurich. WTD 6/1/67.

371 Motor vehicles, motor vehicle equipment

COLOMBIA—Motor vehicle equipment. Auto-Agricola del Tolima Ltda. (importer, retailer), Carrera 3 No. 17-20, Ibague. WTD 5/67.

372 Aircraft, parts

FRANCE—Aircraft engines and propellers; aircraft parts, such as hydraulic accumulators, brake deboosters, brakes, electric conduit, oil and air coolers, direction detectors, filters, heat exchangers, electric inverters, landing gear struts and assemblies, pumps, towing equipment, valves, wheels. Direct purchase and agency. Aero-France (importer, retailer), 15, Rue Fenelon, Paris, 10e. WTD 2/67.

373 Shipbuilding, repairing

LUXEMBOURG—Small pleasure boats. "LE GRAND COIN ROSE"—Galeries Luxembourgeoises de l'Ameublement S.A. (importer, representative), 20, Rue des Gaulois, Luxembourg-Bonnevoie. WTD 10/25/66.

374 Railway equipment

● **CONGO**—100 hoppers (covered), length 13.86 m., weight 60 tons, tare 25 tons, capacity 35 tons, are sought on medium or long term financing. Pro-forma invoices required in 20 copies. Tender no. 703/211, bid deadline July 31. Correspondence preferred in French. Specifications and blue prints may be obtained from OTRACO, Dept. des Approvisionnements, B. P. 98, Kinshasa, Democratic Republic of the Congo. The OCTRACO is a parastatal organization of the GDRC. While normal commercial and financial references are therefore not available, it is considered among the most solid governmental organisms.

● Nine refrigerated freight cars, weight 60 tons, tare 30 tons, capacity 30 tons, capable of maintaining refrigerated temperatures even when outside temperature reaches 60° Centigrade, are sought on medium or long term financing. Pro-forma invoices are requested in 20 copies. Tender no. 703/199, bid deadline July 31. Correspondence preferred in French. Specifications and blue prints may be obtained from OTRACO, Dept. des Approvisionnements, B. P. 98, Kinshasa, Democratic Republic of the Congo. The OCTRACO is a parastatal organization of the GDRC. While normal commercial and financial references are therefore not available, it is considered among the most solid governmental organisms.

● Seven diesel locomotives of 500 hp, capable of pulling in tandem a 350 to 400 ton train are sought on a basis of medium or long term financing. Pro-forma invoices are requested in 20 copies. Tender no. 703/200, bid deadline July 31. Correspondence preferred in French. Specifications and blue prints may be obtained from OTRACO, Dept. des Approvisionnements, B. P. 98, Kinshasa, Democratic Republic of the Congo. The OCTRACO is a parastatal organization of the GDRC. While normal commercial and financial references are therefore not available, it is considered among the most solid governmental organisms.

375 Motorcycles, bicycles, parts

NETHERLANDS—Bicycle parts, accessories. Direct purchase and agency. B. J. Sealtiel (importing distributor, sales agent), 71 Rooseveltlaan, Amsterdam. WTD 6/8/67.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Aircraft flight instruments; altimeters, compasses, automatic flight control systems, airspeed and mach indicators, turn and bank indicators, gyro instruments, automatic pilots, periscope sextants. Direct purchase and agency. Aero-France (importer, retailer), 15, Rue Fenelon, Paris, 10e. WTD 2/67.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Refrigeration and air conditioning control equipment, both manual and automatic, complementary to firm's line. Office Frigorifique Europeen (importer, wholesaler), 1, Rue Paul Doumer, 94 Le Perreux (Val-de-Marne). WTD 2/67.

● **INDIA**—The bid deadline for the supply of one scratch hardness tester for testing paints, with spares and accessories, has been extended to July 19 (see May 8 issue of *International Commerce*, p. 35.). Tender No. BEML/KCP/EQP/112-67/EB. Purchase Manager, Bharat Earth Movers Ltd., Hindustan Aircraft P.O., Bangalore—17★. (Telephone: 202-WO 7-2939).

● The bid deadline for the supply of one ultra sonic flow detector, portable type, has been extended to July 18 (see May 8 issue of *International Commerce*, p. 35). Tender No. BEML/KCP/EQP/110-67/EB. Purchase Officer, Bharat Earth Movers, Ltd., Hindustan Aircraft P.O., Bangalore—17.★ (Telephone: 202-WO 7-2939).

THAILAND—Air conditioning and refrigeration automatic controls. C.i.f. prices, catalogs requested. Direct purchase and agency. Patanakolkarn Co., Ltd. (importer), 32 Soi 7, Paholyothin Rd., P.O. Box 2734, Bangkok. WTD 6/67.

384 Surgical, medical, dental instruments

NETHERLANDS—Veterinary instruments. Farex N.V. (importer), 10 Ted Visserweg, Maarn. WTD 6/12/67.

Small, non-technical medical supplies including medical instruments, dressings, sutures, drill bits, surgical masks, gloves. Exclusive representation. L.O. Sap N.V. (importer, wholesaler), 88—2de Sweelinckstraat, The Hague. WTD 3/29/66.

386 Photographic equipment

FRANCE—Photocopying machines. Direct purchase and agency. Requests replies in French. L. Douadic & Fils, S.A. (importing wholesaler, agent), 16 Ave. de la Marseillaise, 67 Strasbourg. WTD 6/67.

Electrostatic photocopying machines. Direct purchase and agency. Photorapid-France, S.A. (importing wholesaler, agent), 2 Place Guillaume Tell, 68 Mulhouse. WTD 6/67.

393 Musical instruments, parts

TRINIDAD, W. I.—Musical instruments, parts including mandolins, guitars and amplifiers, small and medium size electric organs. R. Narine (manufacturers' representative, im-

porter, produce dealer), 12 & 14 Faure St., Port of Spain. WTD 6/6/67.

394 Toys, amusement, sporting goods

LUXEMBOURG—Toys, amusement, sporting, athletic goods. "LE GRAND COIN ROSE"—Galeries Luxembourgeoises de l'Ameublement S.A. (importer, representative), 20, Rue des Gaulois, Luxembourg-Bonnevoie. WTD 10/25/66.

NETHERLANDS—Surfboards. Direct purchase and agency. MESY (sales agent), 10 Corn. ten Hopestraat, Midden Beemster. WTD 6/8/67.

PORTUGAL—Racing cars, electrically driven and remotely hand controlled; tracks for such cars, necessary controls; other electric, mechanical toys. Direct purchase and agency. Grande Premio (de Maria Leonor Egrejas Pereira) (importer, wholesaler, distributor), Rua do Viveiro, Monte-Estoril. WTD in preparation.

395 Pens, pencils, office, artists' materials

FRANCE—Drawing tables. Arianex (importer, manufacturer, dealer, agent), 63 Rue de Rome, Paris, 8e. WTD 2/67.

396 Costume jewelry, novelties, buttons, notions

FRANCE—Sure-lock safety pins, specially for babies. Direct purchase and agency. Etablissements Vitry Freres, S.A. (importer, manufacturer, distributor), 106, Bld Sebastopol, Paris, 3e. WTD 2/67.

NETHERLANDS—Hair curlers, hair clips. MESY (sales agent), 10 Corn. ten Hopestraat, Midden Beemster. WTD 6/8/67.

399 Manufacturing industries

FRANCE—Paint rollers, brushes. Requests replies in French. Etablissements Paul Walton-Demol (manufacturer, dealer), "La Tuilerie", l'Isle-sur-Serein (89). WTD 3/67.

Electric vibrators and other up-to-date face and body massaging apparatus, related equipment for use in massage parlors, beauty-salons, establishments specializing in rejuvenation treatment. Direct purchase and agency. Requests replies in French. Fourre, Robert (sales agent, dealer), 393 Boulevard President-Wilson; 33—Bordeaux, Gironde. WTD 6/67.

NETHERLANDS—Novelties, business gifts salable to retailers of writing accessories, stationery, office supplies. Direct purchase and exclusive representation required. Copyrator N.V. (importer, wholesaler, exporter), 16 Rembrandtlaan (P.O. Box 16), Bilthoven. WTD 6/13/67.

All types of smokers' accessories, including lighters, ashtrays. N.V. Verkoopmaatschappij Semper Idem (importer), 45 Oudestraat, Kampen. WTD 6/8/67.

Metal combs. Direct purchase and agency. Mesy (sales agent), 10 Corn. ten Hopestraat, Midden Beemster. WTD 6/8/67.

SWEDEN—Marking systems, identification systems, ID cameras. Direct purchase and agency. Firma Bo Lindesvard (importer, sales agent), Storgatan 58, Stockholm. WTD 11/17/66.

509 Wholesalers

NIGERIA—Cotton, spun rayon, mixture of worsted and synthetic and cotton waste yarns. A. T. Bordman & Co., Ltd. (Tetiles Industries Div.) (importer, wholesaler, manufacturer, commission merchant), 18 Obun Eko St., P.O. Box 712, Lagos. WTD 4/5/66.

571 Furniture, home furnishings, equipment stores

LUXEMBOURG—Furniture, home furnishings. "LE GRAND COIN ROSE"—Galeries Luxembourgeoises de l'Ameublement S.A. (importer, representative), 20, Rue des Gaulois, Luxembourg-Bonnevoie. WTD 10/25/66.

794 Sports promoters, commercial operators, miscellaneous amusement, recreation services

● **SPAIN**—Madrid's Municipal authorities are requesting bids for the construction, maintenance, and exploitation of a cable car railway in a natural park outside of Madrid. The railway will be 2,500 meters and must transport at least 1,200 persons per hour. Concession for operation will be for a period of 35 years from date of award. Tender no. unnumbered, bid deadline July 8. Correspondence preferred in Spanish. Negociado de Contratacion, Ayuntamiento de Madrid, Plaza de la Villa 5, Madrid.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 US. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 752-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO. 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO. 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER. COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg. 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 1001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

AUSTRIA—Concentrated fruit juices; canned fruits, all kinds. Requests samples, price lists. Exclusive representation. Ozean Konservenfabrik Dr. E. Pajor (importer, wholesaler, manufacturer, exporter), Grimmgasse 14, A-1153 Vienna. WTD 9/26/66.

NIGERIA—Canned foods. Mamal, Ltd. (importer, sales and indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

204 Grain mill products

NIGERIA—Breakfast foods, converted rice. Mamal, Ltd. (importer, sales and indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

205 Bakery products

NIGERIA—Biscuits, crackers, pretzels, Mamal, Ltd. (importer, sales and indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

209 Food preparations

NIGERIA—Miscellaneous food preparations, kindred products such as spices, pepper. Mamal, Ltd. (importer, sales and indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579, Lagos. WTD 10/26/66.

221 Broad woven fabric mills, cotton

ETHIOPIA—Khaki and gabardine uniform materials. Commission agency. Ethiopian Commission Agencies (commission agent), P.O. Box 2566, Addis Ababa. WTD 5/25/67.

FRANCE—Plain and fancy upholstery fabrics. Requests replies in French. T.T.V. (Tissus—Tapis—Vitrages) (importer, distributor), 60, Rue Tiquetonne, Paris, 2e. WTD 2/67.

Cotton print cloths; cotton upholstery fabrics. Requests replies in French. Etablissements J. Pansu & Cie (manufacturer, wholesaler), 42, Rue du Faubourg Poissonniere, Paris, 10e. WTD 2/67.

Cotton upholstery fabrics; cotton fabrics for men's, women's clothing manufacture. Requests replies in French. Etablissements Wolff & Descourtis (importer, agent, wholesaler), 6, Rue Vivienne, Paris, 2e. WTD 2/67.

SOUTH AFRICA—Cotton upholstery, curtain fabrics. Linton Westmorland & Co. (manufacturers' representative), (Pty), Ltd., Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Plain and fancy upholstery fabrics, manmade fiber, silk. T. T. V. (Tissus-Tapis-Vitrages) (importer, distributor), 60, Rue Tiquetonne, Paris, 2e. WTD 2/67.

Upholstery fabrics. Requests replies in French. Etablissements J. Pansu & Cie (manufacturer, wholesaler), 42, Rue du Faubourg Poissonniere, Paris, 10e. WTD 2/67.

Manmade fiber, silk upholstery fabrics; synthetic, silk fabrics for clothing manufacture. Requests replies in French. Etablissements Wolff and Descourtis (importer, agent, wholesaler), 6, Rue Vivienne, Paris, 2e. WTD 2/67.

223 Broad woven fabric mills, wool

ETHIOPIA—Gabardine uniform material. Commission agency. Ethiopian Commission Agencies (commission agent), P.O. Box 2566, Addis Ababa. WTD 5/25/67.

FRANCE—Plain and fancy upholstery fabrics, wool. Requests replies in French. T. T. V. (Tissus-Tapis-Vitrages) (importer, distributor), 60, Rue Tiquetonne, Paris, 2e. WTD 2/67.

Wool upholstery fabrics. Requests replies in French. Etablissements J. Pansu & Cie (manufacturer, wholesaler), 42, Rue du Faubourg Poissonniere, Paris, 10e. WTD 2/67.

Wool upholstery fabrics; wool fabrics for men's, women's clothing manufacture. Requests replies in French. Etablissements Wolff & Descourtis (importer, wholesaler, agent), 6, Rue Vivienne, Paris, 2e. WTD 2/67.

Woolen fabrics for manufacture of suits. Robert Blay & Cie (wholesaler), 30, Rue d'Hauteville, Paris 10e. WTD 3/67.

225 Knitting mills

AUSTRIA—Knitted, tricot underwear, sportswear to supplement own line. Wirk- und Strickwarenfabrik Ferdinand Poeschl (importer, manufacturer), Breitenseerstrasse 49, A-1142 Vienna. WTD 8/25/66.

FRANCE—Sport dresses made in knitting mills, luxury articles. Requests replies in French. Gisele Gonse (manufacturer, dealer), 22, Rue La Boetie, Paris, 8e. WTD 3/67.

Men's shirts, outerwear: tennis, T., basque, polo, sweat, sport. Saint Germain Des Pres (importer, manufacturer, wholesaler, retailer), 37-39, Rue du Four Paris, 6e. WTD 2/67.

227 Floor covering mills, products

FRANCE—Acrylic fiber carpets. Requests replies in French. Exclusive agency. Etablissements Sam Laik Tapis (importer, wholesaler), 5, Rue Thorel, Paris, 2eme. WTD 2/67.

231 Men's, youths', boys' suits, coats, overcoats

FRANCE—Men's, boys' suits, coats, overcoats. Reqeusts replies in French. Societe Even (manufacturer, dealer), 27bis, Rue du Louvre, Paris, 2e. WTD 3/67.

Ready-to-wear men's, boys' suits, coats, overcoats. Requests replies in French. Dolly Dag S.A. (agent), 35, Rue des Jeuneurs, Paris, 2eme. WTD 3/67.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Men's bathing trunks. Requests replies in French. Societe Even (manufacturer, dealer), 27bis, Rue du Louvre, Paris, 2e. WTD 3/67.

Ready-to-wear men's, boys' shirts, separate trousers. Requests replies in French. Dolly Dag S.A. (agent), 35, Rue des Jeuneurs, Paris, 2eme. WTD 3/67.

Men's shirts. Saint Germain Des Pres (importer, manufacturer, retailer, wholesaler), 37-39 Rue du Four, Paris, 6e. WTD 2/67.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' smart dresses, sport dresses, to be sold as articles of luxury. Requests replies in French. Gisele Gonse (manufacturer, dealer), 22, Rue La Boetie, Paris (8eme). WTD 3/67.

Women's outerwear. Requests replies in French. Societe Even (manufacturer, dealer), 27bis, Rue du Louvre, Paris, 2e. WTD 3/67.

Ready-to-wear dresses, suits, skirts, coats. Requests replies in French. Dolly Dag S.A. (agent), 35, Rue des Jeuneurs, Paris, 2eme. WTD 3/67.

NIGERIA—Light weight dresses, ladies' wear. Mamal, Ltd. (importer, sales and indent agent), 24 Commercial Ave., Yaba, P.O. Box 3579 Lagos. WTD 10/26/66.

234 Women's, misses', children's, infants' under garments

FRANCE—Corsets, allied garments. Requests replies in French. Creations C.G.S. (manufacturer, dealer), 24, Avenue Daumesnil, Paris, 12e. WTD 2/67.

238 Apparel, accessories

FRANCE—Raincoats. Saint Germain Des Pres (importer manufacturer, wholesaler, retailer), 37-39, Rue du Four, Paris 6e. WTD 2/67.

261 Pulp mills, products

GERMANY—All types of wood pulp. Wilhelm Hanke (sales agent) 6 Frankfurt/Main 70, Sachsenhaeuser Landwehrweg 108. WTD 6/67.

262 Paper mills, products

GERMANY—Kraft liner, kraftpaper, corrugated (medium) paper. Wilhelm Hanke (sales agent), 6 Frankfurt/Main 70, Sachsenhaeuser Landwehrweg 108. WTD 6/67.

INDIA—Newsprint. B.M. Corp. (indent, sales agent), 21 Eastern Chambers, 128-A Argyle Rd. (Nandlal Jani Road), Bombay 9. WTD 6/67.

264 Converted paper, paperboard products

THAILAND—Sanitary towels, hygienically soluble sanitary towels. Samples, price lists required. East Commercial Co., Ltd. (importer, exporter, commission agent), 5-11 Old Customs House La., New Rd., P.O. Box 1190, Bangkok. WTD 4/8/66.

281 Industrial chemicals

GERMANY—Chemicals for paper industry. Wilhelm Hanke (sales agent), 6 Frankfurt/Main, 70, Sachsenhaeuser Landwehrweg 108. WTD 6/67.

283 Drugs

HONDURAS—Pharmaceutical preparations. Agencia Detlef Paysen SUCS. Apartado Postal No. 252, Tegucigalpa. WTD 12/2/66.

UGANDA—Ethical drugs, pharmaceutical preparations for human consumption, veterinary use. National Trading Corp. (government agency), P.O. Box 3476, Kampala.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

THAILAND—Body deodorants. C.i.f. prices, catalogs, samples requested. East Commercial Co., Ltd. (importer, exporter, commission agent), 5-11 Old Customs House La., New Rd., P.O. Box 1190, Bangkok. WTD 4/8/66.

287 Agricultural chemicals

AUSTRALIA—Agricultural chemicals, including insecticides. Globe Chemicals & Trading Pty., Ltd. (distributor, importer), P.O. Box 36, Beaconsfield, N.S.W. WTD 6/67.

289 Chemical products

AUSTRIA—Printing inks for book offset, rotogravure printing. Prefers agency arrangement on basis of fixed salary plus commission. Requests replies in German. Leopold Waldmann (indent, selling agent), Andergasse 50/I, A-1170 Vienna. WTD 11/18/66.

326 Pottery, related products

SOUTH AFRICA—Household tableware, kitchen articles. Linton Westmoreland & Co. (Pty.), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

331 Steel mill products

★★ **BRAZIL**—Tubes and pipes of low and high alloys, explosion bonded clad plates. A. Frey Ltda. (representative), Rua Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-43

332 Iron, steel foundries

★★ **BRAZIL**—Cast fittings. A. Frey Ltda. (representative), Rua Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-44

344 Fabricated structural metal products

★★ **BRAZIL**—Heat exchangers, air cooled and tubular. A. Frey Ltda. (representative), Av. Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-41

353 Construction, mining, materials handling machinery, equipment

FRANCE—Wheels, diameter about 8 in., nylon hub, equipped with solid rubber tires, light-weight, rust-proof (lawn-mower, golf-cart types) suitable to be readily adapted to wheel-mounted hot-air generators and related industrial equipment manufactured by French firm. Catalogues, price quotations requested. Brochure in French of generators, related industrial equipment available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. S.E.M.I.A. (Diemo) (dealers, sales agents), B.P. 38—Ave. Kennedy; 33—Merignac, Gironde. WTD 4/67.

354 Metalworking machinery

FRANCE—Cutting tools; measuring tools; boring cutters and boring tools. Requests replies in French. Europ-Outils (importer, wholesaler, retailer, agent), 22, Passage Dumas, Paris, 11e. WTD 2/67.

355 Special industry machinery

GERMANY—Parts and accessories for paper industry machinery. Wilhelm Hanke (sales agent), 6 Frankfurt/Maine 70, Sachsenhaeuser Lanwehrweg 108. WTD 6/67.

356 General industrial machinery

★★**BRAZIL**—Compressors, centrifugal, control engineering. A. Frey Ltda. (representative), Rua Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-45

357 Office, computing, accounting machines

FRANCE—Typewriters, computing, accounting, billing machines. Direct purchase and agency. Requests replies in French. L. Douadic & Fils, S.A. (importing wholesaler, agent), 16 Ave. de la Marseillaise, 67 Strasbourg. WTD 6/67.

358 Service industry machines

★★**BRAZIL**—Mist eliminators. A. Frey Ltda. (representative) Rua Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-47.

NETHERLANDS—Oil diffusion pumps and iongetter pumps. Exclusive representation. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

Electronic measuring equipment of high precision, signal generators, resistance meters, capacity bridges with variable frequency. Exclusive agency. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

VENEZUELA—Greasing equipment for service stations. Exclusive representation. Requests replies in Spanish. Suministros Mecanicos e Industriales, C.A. "INSUME" (importer, distributor), Edificio Metropolitano, Calle Vargas, Boleita, Caracas. or: Apartado 11359 Chacao, Caracas. WTD 1/26/67.

362 Electrical industrial apparatus

★★**BRAZIL**—Turbo-electric, powerplant, generators. A. Frey Ltda. (representative), Rua Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo, WTD 5/67. TM-46

NETHERLANDS—Analog digital converters. Exclusive agency. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

363 Household appliances

SOUTH AFRICA—Electric air heaters; deep fat fryers; flat irons; food mixers; hot plates; percolators; coffee makers; toasters; related products. Linton Westmoreland & Co. (Pty), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

365 Radio, television receiving sets

SOUTH AFRICA—Radio receiving sets, accessories. Linton Westmoreland & Co. (Pty), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

366 Communication equipment

ETHIOPIA—Communication equipment for civil aircraft, armed forces, police. Commission agency. Ethiopian Commission Agencies (commission agent), P.O. Box 2566, Addis Ababa. WTD 5/25/67.

GERMANY—Telephone and telegraph apparatus, equipment, components, including switchboard equipment. Requests replies in German. Winkler & Co. (manufacturer, agent), 605 Offenbach am Main, Feldstrasse 17. WTD 6/67.

NETHERLANDS—FM instrumentation recorders. Exclusive agency. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

367 Electronic components, accessories

FRANCE—Electronic rotary switches; electronic relays (reed switch); heat sinks; potentiometers for printed circuits (types used as electronic components); coils (chokes, other electronic inductors). Societe d'Etudes Electro-Mecaniques—S.E.E.M. (manufacturer, importer, dealer), 19, Rue Jean Bleuzen, 92 Vanves. WTD 3/21/66.

NETHERLANDS—Tantalium capacitors. Exclusive agency. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

371 Motor vehicles, motor vehicle equipment

SOUTH AFRICA—Motor vehicle parts, accessories. Linton Westmoreland & Co. (Pty), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

375 Motorcycles, bicycles, parts

SOUTH AFRICA—Bicycle equipment, parts, Linton Westmoreland & Co. (Pty), Ltd., (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

381 Engineering, laboratory, scientific research instruments

NETHERLANDS—Whole body radiation counters. Exclusive agency. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

384 Surgical, medical, dental instruments

NETHERLANDS—Electronic equipment for medical field such as stimulators. Exclusive agency. Nenimij N.V. (importer, wholesaler), 16 Nassau Dillenburgstr., The Hague. WTD 4/27/66.

386 Photographic equipment

SOUTH AFRICA—Photographic apparatus, equipment, parts, accessories; films. Linton Westmoreland & Co. (Pty), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

394 Toys, amusement, sporting goods

SOUTH AFRICA—Games, all types; toys, all types; dolls; children's vehicles. Linton Westmoreland & Co. (Pty), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

395 Pens, pencils, office, artists' materials

AUSTRIA—Fountain pens, ball point pens, and refills, mechanical pencils; marking devices; carbon, stencil paper. Requests replies

in German. Dr. Anton, Emma Finze (wholesaler, retailer), Mariahilferstrasse 105/III, A-1060 Vienna. WTD 6/67.

THAILAND—Ball-point pens. C.i.f. prices, catalogs requested. East Commercial Co., Ltd. (importer, exporter, commission agent), 5-11 Old Customs House Ln., New Rd., P.O. Box 1190 Bangkok. WTD 4/8/66.

399 Manufacturing industries

SOUTH AFRICA—Advertizing novelties. Linton Westmoreland & Co. (Pty), Ltd. (manufacturers' representative), Plantation House, Pritchard St., P.O. Box 11396, Johannesburg. WTD 6/67.

739 Business services

AUSTRIA—Representation and cooperation with business consultants and consulting engineers concerned with planning and erection of turnkey manufacturing plants. Alois G. Englander (business consultant), Graben 28, A-1010 Vienna. WTD 6/67.

★★ **BRAZIL**—Wishes to represent U.S. firms for sale of processes, engineering of chemical, petrochemical plants. A. Frey Ltda. (representative), Rua Brigadeiro Luiz Antonio 2050, 7 andar, s/75, Sao Paulo. WTD 5/67. TM-42

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—R. Sardy, American Coffee Roasting Co. Pty. Ltd., Suite 301, 363-367 Pitt St., Sydney, N.S.W., **interested in meeting merchants and dealers of coffee and tea, and with manufacturers of coffee making and grinding equipment to discuss purchasing or agency arrangements.** July 13 via New York for two-three weeks. Itinerary: New York c/o Hotel Americana, Los Angeles c/o Beverly Hilton, San Francisco c/o Handlery Motor Inn. WTD in preparation.

BELGIUM—Raf Buyse, Mgr., P.V.B.A. Buyse, Zuidkaai, Ingelmunster, West Vlaanderen, **interested in visiting U.S. feed mills and exchanging technical know-how.** July 15 via Detroit for ten days. c/o Dr. Staf Geens, 884 Dahlia St., Denver, Colorado. Itinerary: Detroit, Toledo, Chicago, Springfield, St. Louis, Indianapolis, Columbus, Pittsburgh, Washington, Baltimore, New York, Buffalo. WTD in preparation.

COLOMBIA—Dario Toro Q. Gustavo Toro & Cia. Ltda.-Almacenes Exito, Medellin, **interested in contacting retail stores** and requesting technical information on self service stores for men's, women's and children's clothing and materials. July 15 via Miami for one month. c/o Consulate General of Colombia, 444 Madison Ave., New York, N.Y. Itinerary: New York, Boston, Philadelphia, Washington, New Orleans, Miami. WTD in preparation.

CONGO—H. W. Esselen, Ets. H. W. Esselen, B. P. 98, Goma, Kivu Province, **interested in commercial vegetable production, marketing preparation, packing and** requesting technical information on rail and road transport, canning, packing, preservation of vegetables in transit. End of June via New York for three-four weeks. Itinerary: 7/6-8 San Francisco c/o Mark Hopkins Hotel, 7/15-18 Los Angeles c/o Beverly Wilshire Hotel. WTD in preparation.

FINLAND—Viljo K. Martikainen, Oy Rastor Ab, Satamakatu 4, Helsinki 16, **interested in industrial engineering, company organization techniques and practice, teaching in universities.** June 22 via New York until Aug. 12. c/o Veikko Huttunen, Finnish Consul, Los Angeles, Calif. Itinerary: New York, San Francisco, Los Angeles, Atlanta, Washington, D.C., Pittsburgh, Detroit, Lafayette, Ind., Boston, New York. WTD 6/67.

GERMANY—Heinz Deissler, August Eichhorn & Co., Offenbach/Main, 185 Muehlheimer-Str., **interested in importing U.S. iron and steel products including pipes** and requesting technical information on rolling mills. July 10 via New York for four weeks. c/o Pocket Fone Div. of Chromally Corp., 169 Western Highway, West Nyack, N.Y. Itinerary: New York, Chicago, Detroit, San Francisco, Los Angeles, Dallas, New Orleans, Miami Beach, Washington, D.C. WTD in preparation.

JAPAN—The Industrial Metal Fastener Industry Study Team would like to meet U.S. businessmen **interested in trade opportunities and possible licensing agreements for various kinds of industrial fasteners.** Members of the Team are Shigeru Aboshi, Team Leader and President, Nissan Screw Co. Ltd., Ryosaku Okawa, Deputy Team Leader and owner and General Mgr., Numazu Rashi Seisakusho, Akira Ishiguro, President, Kyoritsu Seiki Mfg. Co., Ltd., Mitsutaro Matayama, President, Daiichi Koki Screw Co., Ltd., Yoshio Kawabata, Mgr., Planning Dept., Osaka Press Giken Kogyosho Co., Ltd., Masaaki Kitai, Man. Dir., General Mgr. of Kawachi Plant, Taiho Industry Co., Ltd., Teruichi Mizuki, Exec. Dir., Mizuki Screw Co., Ltd., Yoichi Nishida, President, Osaka Rashi Mfg. Co., Ltd., Akira Tasaka, Kawasaka Seisakusho Co., Ltd., and a representative of The Industrial Fasteners Institute of Japan. The Team will be in the U.S. through July 21, visiting Los Angeles, Chicago, Detroit, Cleveland and Tiffin, Ohio, Waterbury, Conn., Philadelphia, New York, Washington, D.C. Interested firms may contact the group through George S. Osakatani, Mgr., Japan Productivity Center, Suite 338, 1001 Connecticut Ave., N.W., Washington, D.C. 20036.

TAIWAN—Andrew C. Wee, Chairman and Gen. Mgr., E-E Ltd., P.O. Box 240, Taipei, **interested in locating buyers and agents for his line of high grade handicraft items including jute handbags.** July 5 via New York for three weeks. c/o American Hotel, 331 E. 86th St., New York, N.Y. Itinerary: 7/5-12 New York, 7/12-14 Minneapolis, 7-17-20 San Francisco, 7/21-25 Los Angeles. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

203 Canning, preserving foods

AFGHANISTAN—Dried fruits; almonds, raisins, pistachio nuts. Mohammed Nabi Yusufi & Partners (importer, exporter), Sarai Ahmed Ali Akhundzadeh, Bazar-i-Herat, Kandahar. WTD 6/67.

314 Footwear, except rubber

★★ **BRAZIL**—Sandals. Alva—Walter Pufleb & Cia. Ltda. (manufacturer), Rua Quata 313, C. Postal 30, 112, Sao Paulo. WTD 6/67. TM-126.

316 Luggage

★★ **BRAZIL**—Portfolios, bags, briefcases, belts, other items made of leather, including alligator, snake skins. Alva—Walter Pufleb & Cia. Ltda., Rua Quata 313, C. Postal 30, 112, Sao Paulo. WTD 6/67. TM-124

317 Handbags, personal leather goods

★★ **BRAZIL**—Handbags, purses, briefcases, other personal leather goods made of leather, including alligator, snake skins. Alva—Walter Pufleb & Cia. Ltda. (manufacturer), Rua Quata 313, C. Postal 30, 112, Sao Paulo. WTD 6/67. TM-125

505 Farm products—raw materials

NIGERIA—Sheanuts, coconut oil, hides and skins, gum arabic, soya beans, and coffee beans. Agency agreement. Shobowale Commercial Agency (exporter), 7 Abu Court—Freeman St., P.O. Box 1864, Lagos. WTD 12/30/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916 Department of Commerce, Washington D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated June.

American Firms, Subsidiaries and Affiliates—Hong Kong.
Instruments—Medical, Surgical, Hospital, Scientific, and Process—Importers Dealers and Manufacturers—Austria.
Laundry and Dry Cleaning Industry—Australia.
Lumber, Plywood and Veneer—Importers, Dealers, and Exporters—Greece.
Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Chile.

New Books and Reports

***Economic Planning in Venezuela.* By Fred D. Levy, Jr. Published by Frederick A. Praeger. New York. 1967. 221pp. $12.50.**

The Venezuelan planning system is widely regarded as one of the finest in developing countries. This study analyzes that system, through interviews with more than 100 practitioners and observers of public administration in Venezuela.

The author describes the process of national economic planning and budgeting, and evaluates the contribution of planning to national economic development. Believing that economic planning can only operate effectively when it takes political pressure into account, the author shows how plans are formulated through a complex, multilateral bargaining process in which Cordiplan (the planning agency) is one of many participants.

Write: Frederick A. Praeger, Publishers; 111 Fourth Ave.; New York, N.Y. 10003.

***Uganda Trade Directory, 1966-67.* Published by the Diplomatic Press & Publishing Co. London. 1966. 72pp. $5.**

Basic data on the economy of Uganda, as well as a classified listing of importers and exporters, are included in this directory. There is also material on foreign investment in the country, exports, imports, tourism and other subjects.

In the classified listing, importers and exporters are arranged alphabetically under the products. Also listed are advertising agents, air and shipping lines, bankers, insurance companies, forwarding agents and other services.

Write: International Publications Service, 303 Park Ave. South, New York, N.Y. 10010.

***Report of the Tripartite Economic Survey of the Eastern Caribbean.* Published by Her Majesty's Stationery Office, London. 1967. 279pp. $10.**

This economic survey covers the following Leeward and Windward islands: Antigua, St. Christopher-Nevis-Anguilla, Montserrat, Dominica, St. Lucia, St. Vincent and Grenada.

The purpose of the study is to formulate plans for the achievement of economic viability and to suggest priorities for the next five years. The study pays particular attention to the available human and physical resources of the islands, the absorptive capacity of each island, the likely scale of private investment, both external and local, the effects on recurrent expenditures, the possibilities for further economic cooperation among the islands, and other relevant considerations.

Write: British Information Service, Sales Section, 845 Third Ave., New York, N.Y. 10022.

***MSU Business Topics.* Quarterly publication of the Graduate School of Business Administration, Michigan State University, East Lansing, Mich. Reprints of single articles: 50 cents.**

The Spring edition of this magazine dealing with both domestic and international business contained articles on the effect of tariff reductions on U.S. import volume, entrepreneurs and private enterprises in Turkey, and the U.S. business image in Latin America.

Copies of the publication are distributed to a controlled circulation list. To determine eligibility for the list or to order reprints, **write:** Graduate School of Business Administration, Michigan State University, East Lansing, Mich. 48823.

Air France offers air cargo booklets

A kit of four booklets covering all aspects of shipping manufactured goods by air is now available from Air France. The kit is the second in a series entitled *Commodities in Progress.*

The kit's booklets give details on shipping manufactured goods, such as the trade potential for commodities, customs formalities and banking (including dollar conversion tables for major countries), tariffs and distribution costs, and a schedule of Air France cargo network and facilities around the world.

For a free copy **write:** Air France (FG), Box 707, New York, N.Y. 10011.

***Index of Current Regulations of the Maritime Administration, Maritime Subsidy Board and National Shipping Authority.* Published by the U.S. Department of Commerce. Washington, D.C. 1967. 38pp. 30¢.**

This Index of Current Regulations is published for the convenient reference of agency personnel concerned with maritime regulations, and members of the maritime industry required to comply with them.

The index is divided into three parts, which cover the regulations of the Maritime Administration/Maritime Subsidy Board, National Shipping Authority, and Office of the Maritime Administrator.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Trade Associations & Professional Bodies of the United Kingdom.* By Patricia Millard. Published by Pergamon Press, Inc. New York. 1966. 372pp. $9.50.**

This is an alphabetical and classified index of trade associations and professional bodies of the United Kingdom. For each organization, the mailing address, telephone number, and a brief explanation of its function are given. Also included are chambers of commerce and U.K. offices of international associations.

Write: Pergamon Press, Inc., 122 East 55th St., New York, N.Y. 10022.

***World Motor Vehicle Data, 1965.* Published by the Automobile Manufacturers Association, Inc. Washington, D.C. 1966. 87pp. Free, limited supply.**

A statistical tabulation of motor vehicle data for various countries, this book presents information on production, exports, imports, new registrations, and total registrations for the period primarily from 1946 through 1965.

When possible, production totals by makes for leading producers are shown. Summary historical data is also included.

Write: Automobile Manufacturers Assn., Inc., World Trade Dept., 1619 Massachusetts Ave. NW., Washington, D.C. 20036.

☆ U. S. GOVERNMENT PRINTING OFFICE, 1967—251-984/51

Calendar *for international traders*

BALTIMORE—July 10—Businessmen's Consultation, **Joseph Rand, Commercial Attache, Manila/to Vienna.** Sponsor: Commerce Field Office.

BOSTON—July 14—Businessmen's Consultation, **Joseph Rand, Commercial Attache, Manila/to Vienna.** Sponsor: Commerce Field Office.

CHICAGO—July 11—In-Office Meeting, Field Office. Sponsor: Commerce Field Office.

CHICAGO—July 12—Patent Cooperation Treaty Conference, Federal Bldg. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

CLEVELAND—July 13—Patent Cooperation Treaty Conference, Public Library. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

DALLAS—July 18—Patent Cooperation Treaty Conference, First National Bank. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

DES MOINES—July 12—Foreign Trade Workshop Dinner, 6:30 p.m., Hotel Savery Sponsors: Iowa Development Commission, REEC, Commerce Field Office.

DETROIT—July 11—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: REEC; Commerce Field Office.

HONOLULU—July 24—Businessmen's Consultation, **Robert Bushnell, Commercial Attache, New Delhi.** Sponsor: Commerce Field Office.

KANSAS CITY—July 13—Workshop for New Exporters, Federal Office Bldg., Sponsors: REEC, Commerce Field Office.

LOS ANGELES—July 20—Patent Cooperation Treaty Conference, Union Oil Center. Speakers: Gerald D. O'Brien, Asst. Commissioner of Patents; **Vincent D. Travaglini, Director, Foreign Business Practices Div., BIC;** David B. Allen, Acting Director, Office of International Patent & Trademark Affairs. Sponsors: U.S. Patent Office, Commerce Field Office.

MEMPHIS—July 19—Brazil Trade Mission Conference, "Top of 100" Club. Speaker: **Claude Courand, Director, American Republics Div., USDOC.** Sponsors: REEC; Commerce Field Office.

MINNEAPOLIS—July 11—Businessmen's Consultation, **Frederick Fisher, member, Turkey Trade Mission.** Sponsor: Commerce Field Office.

NASHVILLE—July 12—Exporter's Roundtable Monthly Meeting, Ramada Inn. Sponsor: Middle Tennessee Exporters.

NASHVILLE—July 12—Export Workshop, Chamber of Commerce. Sponsors: Chamber of Commerce; REEC; Commerce Field Office.

NEW YORK—July 10-11—Business men's Consultation, **John Weisert, Commercial Officer, Hamburg.** Sponsor: Commerce Field Office.

NEW YORK—July 11-12—Businessmen's Consultation. **Robert Huffman, Commercial Attache, Zurich/to Lagos.** Sponsor: Commerce Field Office.

NEW YORK—July 12-13—Businessmen's Consultation, **Joseph Rand, Commercial Attache, Manila/to Vienna.** Sponsor: Commerce Field Office.

NEW YORK—July 18-19—Businessmen's Consultation, **Alexander Davit, Commercial Counselor, Paris.** Sponsor: Commerce Field Office.

NEW YORK—July 19-20—Businessmen's Consultation, **Edward Rankin, Commercial Officer, Johannesburg.** Sponsor: Commerce Field Office.

OMAHA—July 13—In-Office Workshop for New Exporters, Chamber of Commerce. Sponsors: REEC; Commerce Field Office.

PHILADELPHIA—July 11—Businessman's Consultation, **Joseph Rand, Commercial Attache, Manila/to Vienna.** Sponsor: Commerce Field Office.

PHILADELPHIA—July 21—Businessmen's Consultation, **Edward Rankin, Commercial Officer, Johannesburg.** Sponsor: Commerce Field Office.

PHILADELPHIA—July 24—Businessmen's Consultation, **Alexander Davit, Commercial Counselor, Paris.** Sponsor: Commerce Field Office.

SAN FRANCISCO—July 12—General Export Seminar, 9:30 a.m., New Federal Bldg. Sponsor: Commerce Field Office.

SAN FRANCISCO—July 18—Businessmen's Consultation, **Walter Lenahan, Commercial Officer, Bangkok.** Sponsor: Commerce Field Office.

SAN FRANCISCO—July 19—Export Finance & Insurance Seminar, 9:30 a.m., New Federal Bldg. Sponsor: Commerce Field Office.

SEATTLE—July 11—Businessmen's Consultation, **Francis Kinnelly, Asst. Commercial Attache, Washington/to Manila.** Sponsor: Commerce Field Office.

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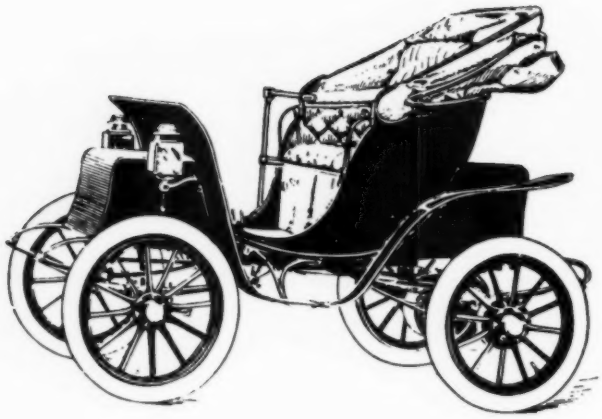

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The horseless carriage was a motor-driven passenger vehicle.

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